NEXT GENERATION SECURITY DISTRIBUTION

PARTNER INFORMATION · AUGUST 2026

Aqaio

About Aqaio

Value-added distribution for IT security. Exclusively through the channel.

Aqaio is a distributor for resellers, system integrators and OEMs across the German-speaking region. We never sell to your end customers – the customer relationship stays yours.

We carry vendors that complement each other technically and combine into complete solutions, rather than cannibalising each other inside the portfolio. Endpoint, secure data exchange, network or threat intelligence – you cover more of what the same customer needs.

On top of that comes what pure volume distribution does not provide: German-speaking presales, 2nd-level support, training for you and your customers, and help with consulting, marketing and logistics.

2019	19	DACH	100 %
Founded	Vendors in the portfolio	Germany, Austria, Switzerland	Channel – no direct business

What we do for you

1. **Strategic sales**
   We work out the approach with you: which vendors fit which of your customers, where the cross-selling potential sits in your installed base, and how to open the conversation.

2. **Project support**
   From the idea to the rollout – we are alongside you at every step, from PoC to technical implementation.

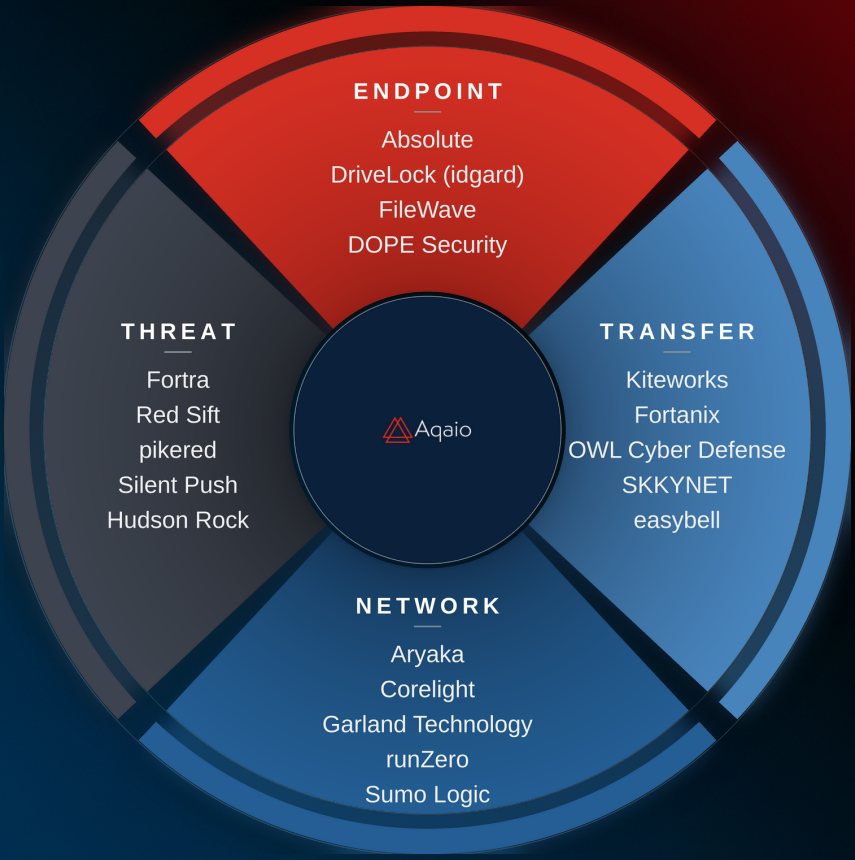
3. **Presales & training**
   Live demos and technical deep dives, on request directly in the meeting with your end customer. Plus NFR access and vendor certifications for your team.

4. **Deal registration**
   Fast, transparent and traceable: we handle registration with the vendor, secure project pricing and protect your deal against competitors in the same account.

5. **Reliable logistics**
   Smooth, on-time and secure delivery – including transport insurance for high-value shipments.

6. **Real collaboration**
   We shape solutions together with you and give you the direct line to the vendor whenever that moves things faster.

Our vendors



Typical combinations

Corelight and Garland for complete network visibility · runZero and Sumo Logic for inventory and analysis in one go · Fortra DCS classifies, Kiteworks enforces the classification on send · Red Sift and Silent Push for domain and brand protection.
Also in the portfolio: **easybell** for cloud telephony and SIP trunking.

OUR VENDORS

Endpoint

Absolute is embedded in the firmware of the device itself – the connection survives a rebuild or even a disk swap. Security agents that fail are repaired automatically.

For: Organisations with large notebook fleets, field sales, public sector and education.

DriveLock protects endpoints through device control, application whitelisting and encryption. idgard adds sealed cloud storage engineered in Germany.

For: Mid-market with GDPR evidence obligations, manufacturing, customers with BSI requirements.

FileWave unifies endpoint management for macOS, Windows, iOS and Android in one console – automated patching, secure software distribution, full device control.

For: Education, public sector and mixed device fleets. Current trigger: migration from Cisco Meraki Systems Manager.

DOPE delivers a device-based secure web gateway with local SSL inspection and AI-assisted DLP – without the detour through a data centre.

For: Customers complaining about cloud proxy latency. Replacement for Zscaler or Netskope.

OUR VENDORS

Transfer & communication

Kiteworks unifies email, file sharing, MFT, SFTP, web forms and APIs on one platform with a single audit trail – demonstrable compliance for GDPR, NIS2 and DORA, attested to BSI C5 Type 2.

For: Regulated industries, ISO 27001 certified customers, replacement of legacy FTP and portal setups.

Fortanix protects data even while it is being processed, using hardware-based trusted execution environments that not even cloud administrators can reach into.

For: Financial services, pharma and any customer holding keys in someone else's cloud.

OWL secures data exchange between networks of different classification through certified cross-domain solutions, preventing both data leakage and injected attack vectors.

For: Defence, critical infrastructure, utilities, customers with strictly separated network segments.

SKKYNET secures industrial OT and IIoT networks with an outbound-only architecture: inbound firewall ports stay closed. More than 30,000 installations worldwide.

For: Manufacturing, plant engineering, customers connecting production data to IT.

easybell connects classic business telephony with cloud communication – from SIP trunks and cloud PBX to native Microsoft Teams integration, with no minimum contract term.

For: Existing customers with an ageing phone system, Microsoft Teams telephony projects.

OUR VENDORS

Network

Aryaka delivers Unified SASE as a Service, bringing network, security and observability onto one platform – for performance, agility and zero-trust security worldwide.

For: Customers with international sites, MPLS replacement, migration from SD-WAN to SASE.

Corelight turns network traffic into high-quality evidence for visibility and faster incident response in complex infrastructures.

For: Customers with their own SOC, NDR projects, an addition to an existing SIEM.

Garland supplies network TAPs and packet brokers for complete traffic visibility – with aggregation, filtering and load balancing, and without licence or port fees.

For: Every NDR, IDS or forensics project. The classic companion to Corelight.

runZero discovers every asset on the network – from IT through OT to IoT – without credentials and without agents, and keeps the inventory current for exposure management.

For: Organisations in scope of NIS2 that must evidence their asset inventory, and OT that tolerates no scanning.

Sumo Logic provides a cloud-native SIEM with real-time threat detection, AI-assisted investigation and automated response.

For: Cloud-heavy customers, MSSPs, replacement of expensive legacy SIEM licences.

OUR VENDORS

Threat

FORTRA

Fortra brings data security, offensive security and brand protection under one roof – from classification and managed file transfer through pentest tooling to the takedown of abusive domains.

For: Broad entry points in the installed base – almost every customer has one of the three topics open.

RED SIFT

Red Sift protects the email domain from abuse: DMARC enforcement, BIMI, certificate monitoring and detection of brand and domain impersonation – in one console.

For: Every customer with a domain of their own. DMARC now appears in every cyber insurance questionnaire.

pikered

pikered automates red team attacks with AI: the ZAIUX Evo breach and attack simulation runs realistic attack chains without agents and without whitelisting, and reports against MITRE ATT&CK.

For: Customers who need continuous rather than annual testing – and partners building a service on top.

SILENT PUSH

Silent Push spots hostile infrastructure while it is still being built, through proactive DNS analysis and behavioural fingerprinting – stopping phishing and C2 before the campaign starts.

For: Threat intelligence teams, brands with a persistent phishing problem, financial services.

Hudson Rock
Infostealer Intelligence

Hudson Rock delivers real-time intelligence from millions of infostealer-infected machines and reveals which of the customer's credentials are already circulating.

For: A fast way into the conversation – a domain check opens almost any door.

What's new

Portfolio expansion

We have significantly expanded our vendor portfolio. Newly added are **Absolute, Aryaka, DriveLock (idgard), easybell, FileWave, Hudson Rock, Kiteworks, pikered, Red Sift and Sumo Logic**.

> **New office and meeting space**
>
> Since 2026 we have additional rooms at the Newton building: Ridlerstrasse 57, 80339 Munich – for joint customer meetings, workshops and training. Our registered office and billing address remain Karl-Theodor-Strasse 29a.

What the expansion means for you

More coverage in your installed base

You cover more of what the same customer needs, instead of handing adjacent topics to a competitor.

Solutions that combine

The vendors complement each other technically: Corelight and Garland, runZero and Sumo Logic, Kiteworks and DriveLock. That turns single licences into projects.

Protected deal business

Registered deals secure your project pricing and protect you against competitors in the same account.

Technical and marketing support

Datasheets, co-branding, presentations, joint campaigns and a dedicated contact.

How to start

1 **Review the portfolio**

Go through vendor profiles, datasheets and use cases – we send you the material for the vendors that interest you.

2 **Map your customers**

Joint account mapping: we match your installed base against the portfolio and mark the concrete openings.

3 **Enable your team**

Registration for vendor webinars, NFR access, technical deep dives and a product demo tailored to your team.

4 **Set up the first project**

Terms, demo access and proof of concept with your contact – and we join the customer meeting if that helps.

And after that: joint marketing

Co-branded campaigns, events, one-pagers, flyers and presentations – built for your customers, not vendor material with your logo on it.

Contact

One point of entry, four disciplines.

Sales, business development, product management and presales all work from one office in Munich. Write to the central address – your enquiry goes straight to the right person, usually the same working day.

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