

Cooperation between Also and BT

Also markets cloud services from BT

Also Germany opens its marketplace for network- and it-service provider BT.

As part of the new cooperation, *Also Germany* will offer BT's cloud services designed for its business customers via its cloud volume. This opens BT potential access to approximately 20,000 resellers connected to *Also*.

The first placed offer is "BT Secure Data Space", a cloud solution for storage, management and distribution of data. A multi-level user and right management system enables it to be used internally as well as in collaboration with customers and partners. Secure Data Space is an alternative to file transfer solutions designed for private use. It is suitable for companies who often need to exchange large files with customers and cannot or do not want to access e-mail or FTP servers. The data is stored in a BT data center in Frankfurt, which is certified according to ISO 27001.

Suitable for SMEs

With the simple licensing model- invoiced per user and month- the solutions, according to Rainer Koppitz, CEO of BT Germany, are well suited for small and medium-sized enterprises (SMEs): "Via the distributor Also and its strong partner base we can now increase our presence in the German market." Sasa Viro, Managing Director of Solutions at *Also Germany*, adds: "BT's attractive services tailored to our resellers are an extremely important building block in the expansion of the *Also* Cloud Marketplace."

The original article can be found at <http://www.it-business.de/also-vermarkt-et-cloud-services-von-bt-a-502393/>.