



ABOUT US



**MANAGED EMAIL
SECURITY**



**SECURE IMMEDIATE
DELIVERY**



**EMAIL & DOCUMENT
MARKING**



**EVENT REGISTRATION
AND TICKETING**

What do we do?

Cleartext Systems helps IT vendors and IT resellers to grow their markets and bottom line. We do this by:

- Using our extensive industry knowledge and contacts to connect best-in-class IT solutions from leading vendors to the most appropriate, high quality resellers.
- Providing expert sales, technical and admin support that eliminates hassle and saves time and money for both parties.

**Go-to-market
solutions for IT
vendors and
resellers**

Contact us today to discover how we can help boost your IT business

If you're an IT vendor looking to grow your market or achieve value added channel management, or if you're a reseller who wants superior technical and admin support, and access to leading IT solutions, contact Cleartext Systems today.

Vendors

IT VENDORS BENEFIT FROM EFFICIENT, TROUBLE-FREE CHANNEL MANAGEMENT

We use our channel management experience and technical expertise to provide IT vendors with increased sales, satisfied customers and a reduced administrative, technical service and financial burden. We do this by:

- Reducing the cost, hassle and time involved in servicing your customers
- Helping you grow your business by finding customers
- Helping you keep your customers satisfied by providing expert first line service and flexible payment terms
- Bringing excellent knowledge of the collaboration vertical
- Guaranteeing a steady cashflow
- Offering a unique portfolio of software.

Resellers

RESELLERS BENEFIT FROM EXPERT TECHNICAL SUPPORT AND FLEXIBLE ACCOUNT MANAGEMENT

We provide resellers with best-in-class IT solutions combined with rapid, expert technical service, and flexible account management practices. This guarantees your peace of mind and allows you to provide outstanding service to you customers. We do this by:

- Making sure you have the best IT solutions available to sell
- Keeping your customers running smoothly and efficiently if there are problems
- Ensuring you keep your access if you have temporary cash flow problems
- Making sure you are an expert in the IT solutions you sell
- Keeping you online in case of a disaster through our disaster recovery services
- Helping you market and sell the products and services you represent
- Developing bespoke software solutions and integrating systems so that you can offer your customers an unmatched level of service.

Testimonials

“You guys have been absolutely brilliant to work with since taking over [as] our Proofpoint [distributor]”

Josh Boardman,
Technical Development
Manager, bear IT

“David has considerable experience in this market, and is a reputable and solid source for information and strategic advice.”

Martin Brown,
Lead Product Manager,
MessageLabs

Cleartext delivered a professional IM platform customised for our brokers needs. IM is our primary form of communication with customers.

Dominic Banaszkiwicz,
IT Director,
Freight Investor Services,
City of London

Facts & Figures

COMPANY HISTORY

Founded in 1999 to develop secure messaging solutions Cleartext was granted a Cryptography Export License by the Australian DSD (Defence Signals Directorate) for its CipherIM PKI enabled instant messaging product. This product was retired when the standardised IM protocol XMPP (Jabber) was ratified by the IETF.

The company relaunched in 2005 focussing on secure messaging and collaboration solutions and was one of the first to combine hosted email with managed email security with the ClearEMail product line which was transition to Rackspace in 2012.

Since the mid 2000's Cleartext has worked with vendors in the messaging and security space to deliver a range of solutions to market. In 2009 the company launched an enterprise social messaging security platform offering social media content filtering and archiving.

Post 2010 the company has focussed on working with vendors and resellers as a boutique distribution channel offering products and services in the [secure] collaboration vertical.

VENDOR REPRESENTATION

During this period our software vendor portfolio has grown to include;

Vendor	Solutions
Campaign Monitor	Create, send, and optimise your email marketing campaigns.
janusNET	Document and email protective marking and mobile data security solutions
PretaGov	Provider of CMS Software as a Service for government and it's agencies.
ProcessOne	Specialising in developing Instant Messaging and Push solutions.
Proofpoint	The most secure email protection, purpose-built for SMEs.
Rackspace	Fanatical Support makes us the #1 managed cloud company
TPP Wholesale	Offers partners a world-class domain registration and hosting infrastructure.
3dResourcing	Event Registration & Ticketing Systems fully customisable for your event.

NEW VENDOR SELECTION

Our criteria for taking on new vendor solutions is summarised below;

- Should offer collaboration with a strong security and/or compliance angle
- Should compliment our existing vendor solutions with obvious synergies
- Must have a comparable philosophy towards channel management and development
- Must have a mid to long term strategy that is mostly aligned with ours.

Our focus is to work with smaller vendors where we have easy access to business owners and decision makers.

RESELLER NETWORK

We deliver vendor solutions through a network of over 50 active (currently buying recurring services or who have purchased products or services in the current financial year) resellers in the UK, Europe, and Australia, summarised in the table below.

Approx Active %	Type of reseller
10%	Value Added Resellers (International)
15%	Value Added Resellers (National UK)
45%	IT Services companies (Local UK)
10%	IT Services companies (Europe wide)
20%	IT Services companies (Local AU)

END USER CUSTOMER BASE

Cleartext has helped deliver solutions to organisations from 3 to 30,000 employees in Australia, New Zealand, Singapore, Europe and USA. We're currently providing services to more than 200 organisations via our partners or third party suppliers.

Approx Split %	Sector
6%	Construction and Mining
10%	Engineering and Manufacturing
18%	Finance
20%	Government, Utilities and Healthcare
14%	High Tech and Telecommunications
17%	Insurance and Legal
10%	Marketing and Media
5%	Other

REGISTERED OFFICE

Cleartext Ltd,
Tempus Court, Bellfield Road,
High Wycombe,
Buckinghamshire, HP13 5HA.

CONTACT DETAILS

Telephone: +44 (0)1494 453 945
Email: info@cleartextsystems.com
Web: <http://cleartextsystems.com>
Twitter: @cleartext

UNITED KINGDOM REGISTRATIONS:

UK company number 07815947
UK VAT Number 124/383821