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Senetas partners with Nextgen

High speed network encryption supplier Senetas Corporation has partnered with data carrier Nextgen Networks, to offer a national Layer 2 Ethernet VPN, which features encrypted security.

The Senetas Layer 2 encryption technology, designed and manufactured in Melbourne and supplied globally, is subject to rigorous independent security accreditation standards which are mandated by some foreign governments. The Senetas technology was recently deployed at the heart of a large US Government fibre optic network.

Nextgen general manager Peter Harrison said that it made sense for Nextgen to partner with a world-class Australian encryption platform that is designed specifically to operate in Layer 2. "Advanced encryption systems are an obvious complement to the type of premium Layer 2 data services offered by Nextgen Networks. There are clear cross-promotional, product development and customer service benefits for both Senetas and Nextgen Networks from this relationship," he said.

Harrison said VPLS has emerged as a standard in mature telecommunications markets such as North America and Europe and he believed the market opportunity in Australia was significant. He added that with the VPLS offering serious Australian data users are now empowered to manage their own strategic data network direction through choice of applications, self-management of their own configurations, changes and service levels as well as being able to segregate their traffic with multiple VLANs.

"Being able to implement a world-leading encryption technology which totally secures information carried on our network infrastructure represents a significant value-add to what we are offering."

The Nextgen marketing agreement follows last week's announced partnership between Senetas and New Zealand-headquartered SignalGuard to market CypherNET Layer 2 Encryptors into Asia and is further evidence of Senetas' multi-channel strategy to maximise market penetration while minimising costs.

Natalie Apostolou