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# Netwrix Auditor Drives Additional Revenue for MSP Businesses

*Netwrix Vega Helps INTERDEV, a Trusted End-to-End Solution Provider, Add Value to Its Service Offerings and Enhance Its Status as a Trusted Advisor to Its Clients*

BY MARKETWIRED .

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IRVINE, CA -- (Marketwired) -- 08/26/15 --



Netwrix Corporation, a provider of IT auditing software that maximizes visibility of IT

infrastructure changes and data access, announced today its collaboration with INTERDEV, an MSP Channel partner, to help it enable full transparency of managed environments and protect its customers against cybersecurity threats.

INTERDEV has been providing information technology (IT) support and security services to enterprise, non-profit, educational and public-sector entities for more than three decades. INTERDEV installs and supports a broad spectrum of technology solutions, including solutions for applications, servers, networks and security. Headquartered in Alpharetta, Georgia, INTERDEV also has an office in Chicago, Illinois.

Using security services as its main differentiator on the MSP market, INTERDEV has selected **Netwrix Auditor** as a value-added part of its customer offerings. Netwrix Auditor provides the right balance between service extension and affordable pricing, and it helps INTERDEV to enhance its internal and customer security postures by enabling complete visibility across managed IT systems,

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including Active Directory, Windows, Exchange, SQL, VMware and File Servers. It has become a cornerstone of INTERDEV's cybersecurity program.

Today INTERDEV provides its customers with high-level overviews of employee activity to identify malicious changes as soon as possible and to proactively detect inactive users. These overviews help it to maintain security policies and comply with various industry regulations.

"We initially partnered with Netwrix to address our customers' security needs, and we found that Netwrix truly understands the demands of managed service providers and resellers," said Gary Nichols, CEO of INTERDEV. "Beyond improving security manageability for our clients, the flexibility of Netwrix to support the needs of our recurring revenue business as well as traditional resale was a critical factor in our partnering with Netwrix."

Daniel Schultheiss, Director of Information Technology and CSO at INTERDEV, commented, "Netwrix Auditor is a solution that will help us grow our business and will be an additional differentiator in our managed services field. We do believe that it will be a revenue generator for our company and provide higher security for our clients."

"When working with our partners, to clearly understand our mutual goals, the need for support, implementation and profitability is critical for us to lower costs and help the partner increase their productivity. We can then leverage our programs through attractive pricing and margins designed specifically for MSPs," said John Ross, Vice President of Strategic Alliances at Netwrix. "Our MSP partner network has grown by 80% quarter over quarter, and we continue to enhance our offering to give our partners an exceptional user experience and help them run their businesses better, faster and more efficiently."

To read the complete case study of INTERDEV's use of Netwrix Auditor, please visit [www.netwrix.com/go/interdev](http://www.netwrix.com/go/interdev).

#### About Netwrix Corporation

Netwrix Corporation is a provider of IT auditing software that maximizes visibility into who changed what, when and where and who has access to what in the IT infrastructure. Over 6,000 customers worldwide rely on Netwrix to audit IT infrastructure changes and data access, prepare reports required for passing compliance audits and increase the efficiency of IT operations. Founded in 2006, Netwrix has more than 70 industry awards and was named to the Inc. 5000 list and Deloitte Technology Fast 500. For more information, visit [www.netwrix.com](http://www.netwrix.com).

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Published August 26, 2015

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