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Jim O'Boyle Named 2017 CRN Channel Chief

NEW YORK, March 09, 2017 (GLOBE NEWSWIRE) -- [Varonis Systems, Inc.](#) (NASDAQ:VRNS), a leading provider of software solutions that protect data from insider threats and cyberattacks, announced that [CRN](#)®, a brand of [The Channel Company](#), has named the company's Senior Vice President of Worldwide Sales, Jim O'Boyle, to its prestigious list of 2017 Channel Chiefs. The executives on this annual list represent top leaders in the IT channel who excel at driving growth and revenue in their organizations through channel partners.

Channel Chief honorees are selected by CRN's editorial staff on the basis of their professional achievements, standing in the industry, dedication to the channel partner community and strategies for driving future growth and innovation. Each of the 2017 Channel Chiefs has demonstrated loyalty and ongoing support for the IT channel by consistently promoting, defending and executing outstanding channel partner programs.

O'Boyle has a proven track record of building strategic channel partnerships and high-performance sales teams in worldwide markets. Focused on making the partner program even more successful, O'Boyle challenged channel management in 2016 to concentrate on partners with stronger security practices in order to maintain growth momentum. Under his leadership, Varonis expanded the worldwide Channel Team to recruit new partners and provide enhanced training to build a strong security practice on top of the Varonis platform.

"The executives on our 2017 Channel Chiefs list have distinguished themselves by building strong partner programs, developing and executing effective business strategy and helping to advance the channel as a whole," said Bob Faletra, CEO of The Channel Company. "They represent an extraordinary group of individuals who lead by example and serve as both invaluable advocates and innovators of the IT channel. We applaud their achievements and look forward to their successes in the coming year."

"Jim excels at building strategic partner relationships that place the Varonis data security platform at the center of their security practices. Jim's recognition as a top channel executive by CRN is validation of his hard work and our partner focus," said Guy Melamed, VP of Finance. "Jim's leadership is helping us align and execute on key company initiatives, including: to continue our path to profitability while making the necessary investments to grow the business and leverage the model to its fullest."

The 2017 CRN Channel Chiefs list is featured in the February 2017 issue of CRN and online at www.crn.com/channelchiefs.

Additional Resources

- | For more information on Varonis' solution portfolio, please visit www.varonis.com
- | Visit our [blog](#), and join the conversation on [Facebook](#), [Twitter](#), [LinkedIn](#) and [YouTube](#).

About Varonis

Varonis is a leading provider of software solutions that protect data from insider threats and cyberattacks. Through an innovative software platform, Varonis allows organizations to analyze, secure, manage, and migrate their volumes of unstructured data. Varonis specializes in file and email systems that store valuable spreadsheets, word processing documents, presentations, audio and video files, emails, and text. This rapidly growing data often contains an enterprise's financial information, product plans, strategic initiatives, intellectual property, and confidential employee, customer or patient records. IT and business personnel deploy Varonis software for a variety of use cases, including data security, governance and compliance, user behavior analytics, archiving, search, and file synchronization and sharing. With offices and partners worldwide, Varonis had approximately 5,350 customers as of December 31, 2016, spanning leading firms in financial services, healthcare, public, industrial, insurance, energy and utilities, media and entertainment, consumer and retail, technology and education sectors.

About The Channel Company

The Channel Company enables breakthrough IT channel performance with our dominant media, engaging events, expert consulting and education and innovative marketing services and platforms. As the channel catalyst, we connect and empower technology suppliers, solution providers and end users. Backed by more than 30 years of unequalled channel experience, we draw from our deep knowledge to envision innovative new solutions for ever-evolving challenges in the technology marketplace. www.thechannelco.com

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