

**DATE**

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**SECTORS**

Technology & Software

**DEAL TYPE**

M&A Advisory

**DEAL LOCATIONS**



**DEAL TEAM**



**Matt Fiore**

Managing Director

# DC Advisory advised AppRiver on the acquisition of Total Defense



**GULF BREEZE, FL – October 9, 2018** – AppRiver, LLC has again expanded its capabilities in the cloud-based security and productivity services market with the acquisition of New York-based Total Defense, a leading provider of subscription-based endpoint security for consumers and small businesses.

The acquisition is a milestone in a series of strategic investments by AppRiver to expand its technology portfolio and further establish itself as the go-to IT security provider for SMBs worldwide. In March 2018, the company acquired Roaring Penguin, a Canadian email security company, to expand its global footprint and strengthen its technological advantages over competitors in the email security space.

The integration of AppRiver's threat intelligence and analysis foundation into an endpoint security solution provides another powerful layer of cyber-defense for small and mid-size businesses. In the rapidly evolving IT channel, partners are searching for more effective security solutions and new sources of recurring revenue, while aiming to minimize the uncertainty and complexity that result from using multiple providers. With the acquisition of Total Defense, AppRiver has positioned itself as a one-stop provider with comprehensive security capabilities and extensive channel experience.

Our focus in 2018 has been expanding our capabilities to become the channel's most trusted provider of SMB security solutions. Our partners have consistently told us they prefer the simplicity of dealing with one vendor and the high value that our award-winning Phenomenal Care® customer service and powerful security services provide.

Kevin Hatch

CFO of AppRiver

We evaluated a broad set of endpoint security providers and found that Total Defense's technology was the strongest and an excellent complement to AppRiver's existing solutions. Our threat intelligence data will enhance Total Defense's endpoint offering and position AppRiver to develop and bring to market another best-in-class solution to our partners and the SMB customers they serve.

Joel Smith  
Co-founder and CTO of AppRiver