

GFI Software and Kerio Technologies Webinar Q&A



On February 6, 2017 we organized a webinar for all customers interested in the acquisition of Kerio Technologies by GFI Software. GFI's CEO Scott Brighton answered some questions in the Q&A session, and we promised to answer more following the webinar - so here they are now.

Company- and Business-Related Questions

Q: Do you feel there's any natural synergy between the GFI and Kerio products? And how do you see that developing in the future? Will that be the focus?

A: We acquired Kerio because of the great fit of their products with the GFI product line. Both companies have a similar vision of offering simple yet powerful technology solutions, that enable small and mid-sized businesses (SMBs) worldwide to operate, communicate and collaborate securely.

Q: What is the benefit to the customer of acquisitions?

A: Through connecting good companies and creating even greater ones, we hope to make it even easier for SMBs worldwide to acquire the solutions they need.

Q: Do you expect any changes in pricing? Will companies that currently have non-profit pricing continue to be eligible for these?

A: We are not planning any immediate changes to price lists, but as always, these are subject to regular review. Once we have fully aligned and integrated GFI and Kerio, we will be able to publish more information on this.

Q: Is support likely to change?

A: Providing quality, valuable and responsive support is very important to us. We are currently reviewing both Kerio and GFI support models, with a view to create one support model that will benefit all of our customers. Any future changes to this service will be communicated appropriately.

Product-Related Questions

Q: What is your vision on cloud (services)? Do you believe in public cloud or will you focus on private or partner cloud?

A: We're interested to develop our cloud services further, and will be reviewing the longer-term roadmap for all GFI and Kerio products over the coming weeks. In line with this, customers can still purchase Kerio Cloud products.

Q: GFI is mainly a Windows-focused company, while Kerio has Mac-oriented products. What will be the strategic direction in the future? Will you support multiple platforms? What about mobile platforms?

A: Windows and Mac are important platforms for our customers, and we are currently reviewing how we can deliver better cross-platform support across both GFI and Kerio products.

Q: We need the assurance that our network appliance will continue to operate.

A: GFI develops both hardware and software solutions, and hardware appliances have been an important growth area for Kerio, so we will continue to support the hardware line.

Technical Product-Related Questions

Q: Will Kerio Control be integrated with other software? What area of the GFI product is going to improve by merging Kerio, as far as Windows Patching is concerned?

A: We are currently reviewing the longer-term roadmap for Kerio and GFI products, so we welcome all suggestions for improvements. [Read our article](#) on providing feedback for Kerio products, or visit feedback.gfi.com to share your thoughts on GFI products.

I have more questions, who do I contact?

Please send us an email to press@gfi.com