

Netshield turns 20

From the day it opened its doors in August 1994, until today, Netshield has been keenly focused on innovation, developing disruptive technologies that shake the way we do things, and filling IT gaps for businesses across a myriad verticals.



A home-grown South African company, Netshield has always prided itself in attracting and attaining the highest level of technical skills, all of which add significantly to the research and development arm of the business. Its relationship with shareholder, partner and distributor, Westcon Southern Africa, has also played a central role in growing the company's brand.

"When we opened our doors 20 years ago we made it clear that our goal would be to constantly innovate, to work with our customers to help them develop technologies that challenge the status quo and, where possible, to stick to our local roots in whatever we do," stated Inus Dreckmeyr, CEO of Netshield. "Now, two decades down the line, I am proud to say that while the company has adapted and changed over time, we have managed to stay true to these principles."

Today Netshield supplies locally manufactured and imported products for networking infrastructure and server room environments, including products such as media converters, SFP modules, UPSes, server room cabinets, surge protection and server room environmental management and control systems. One area of the business that continues to grow is that of its renewable energy division, which currently supplies and innovates renewable energy solutions for remote areas where Eskom has no footprint.

Significant interest from investors

The company has, over the years, attracted significant interest from investors and in 2006 Comztek, now Westcon Southern Africa, bought a significant stake in the business. The importance of this investment was further validated when Westcon's parent company, Datatec, acquired a further stake in the business in 2013.

"Doing business in Africa is by no means easy, but I do believe that being a company that owns most of its intellectual property and develops a large number of its own products, systems and solutions, has been quintessential to our success,

as it has allowed us to adapt with changes in industry and technology as and when is required in order for us to stay competitive and remain relevant," added Dreckmeyr.

Over the years the company has consistently proved its worth, regularly being awarded a Quota Club Achiever of Westcon, as well as being awarded the branch of the year in 2010, but its major success has been its innovation and the emphasis it has placed on the development of technologies in the renewable energy, mining and fuel management space.

"Netshield continues to play an important role in the Westcon ecosystem and the quality of products and solutions as well as the calibre of its people, stand as a true testament to the level of excellence we as a group strive to provide the customers of our resellers. We wish Netshield well into the future and look forward to another 20 years of innovation with the team," ended Paul Conradie, CEO of Westcon Southern Africa.

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