

## Virtel Partners with Vertali APAC to Expand Distribution in the Asia-Pacific Region

**Paris, France – March 3, 2025** – Virtel (Syspertec Group), a leading provider of mainframe modernization solutions, is pleased to announce a strategic partnership with Australian-based **Vertali APAC**, a consultancy and services company specializing in mainframe security, software and support. Through this collaboration, Vertali APAC will distribute **Virtel Web Suite** across the Asia-Pacific region, commencing in Australia and New Zealand, with growth plans into other regional countries. This partnership will empower organizations in the region to modernize their mainframe applications efficiently and enhance user access to critical systems, driven from the mainframe itself – no 3-tier architecture required.

**Virtel Web Suite** is a powerful and cost-effective solution that transforms mainframe applications **CICS, IMS, Natural, Ideal, and TSO** into modern, user-friendly web interfaces. By converting traditional 3270 screens into **HTML5 or JavaScript** interfaces, Virtel enables businesses to transition smoothly to a secure, web-based, “no-code” access model—without the need for heavy client software or complex infrastructure.

Unlike application rewrites or replacements, which are time-consuming and costly, Virtel allows for a **gradual and controlled modernization** thanks to its modular architecture. This approach ensures **rapid adoption, minimal impact on the mainframe, and significant cost savings**.

This partnership with **Vertali APAC** aligns with Virtel’s global expansion strategy and reinforces its commitment to delivering modernization solutions to enterprises worldwide. With deep expertise in mainframe infrastructure, software and security and a growing regional presence, Vertali APAC is the ideal partner to help organizations in the Asia-Pacific region embrace **modern, web-enabled applications while ensuring secure and compliant access** to mission-critical systems.

### Key Benefits of Virtel Web Suite

- ✓ **Seamless 3270-to-Web Conversion:** Transform 3270 screens into modern, HTML5/JavaScript web applications.
- ✓ **Cost-Effective and Rapid Implementation:** Modernize mainframe applications without costly rewrites.
- ✓ **Scalable and Gradual Adoption:** Virtel’s modular approach enables businesses to modernize at their own pace.
- ✓ **Enhanced Security:** Customers in the Asia-Pacific region will benefit from Vertali APAC’s expertise in mainframe security.

*"We are excited to partner with Vertali APAC to bring Virtel’s powerful modernization solutions to a wider audience in the Asia-Pacific region,"* said **Alexandre Moulin, VP Sales of Virtel**. *"Their deep understanding of mainframe security and regional expertise will be invaluable in helping organizations transition from legacy systems to dynamic, web-enabled applications while maintaining a strong focus on security and compliance."*

*"We are equally excited to partner with Virtel to deliver and support its powerful refacing of mainframe systems to the Asia-Pacific region,"* said **Dallas Newton, Regional Director - APAC**. *"Virtel’s ability to provide a "no-code" solution that transforms traditional 3270 end-user application screens and delivers them directly to a browser with a modern web application look and feel, all while running on the mainframe, is truly impressive. The user interface has long been an Achilles' heel for most mainframe applications, especially when it comes to the challenge of the "new generation" of users being able to use them as easily and effectively as a Windows interface. This solves that problem. Add our expertise in mainframe and security and we bring real innovation to the region that could help reshape and extend the life of the mainframe."*

### **About Virtel**

Virtel is a leading provider of **mainframe modernization solutions**, enabling businesses to transform their legacy applications into modern, web-based solutions. With its **powerful, simple, and cost-efficient** technology, Virtel helps organizations reduce costs, minimize risks, and accelerate digital transformation while preserving the value of their existing systems. To know more about Virtel: <https://www.virtelweb.com/index.html>

### **About Vertali**

Vertali is a specialist consultancy focused on mainframe services, security, skills and software to organizations globally. With extensive expertise in securing mission-critical mainframe environments, Vertali helps organizations optimize their mainframe systems, ensure compliance, and protect against evolving security threats. Their commitment to delivering **high-quality, tailored services** has made them a trusted partner for enterprises across the globe. Vertali's mission is to help clients reduce risk, work smarter, and deliver on their mainframe strategy. To know more about Vertali: <https://vertali.com/vertali-apac>

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