



Press Release

Date: Monday, 27 February 2023

Location: London, UK

Trams | Econocom appointed as UK Reseller by Kandji

Monday, 27 February 2023 – Today, Trams | Econocom has been appointed as a UK channel reseller by Kandji, as it looks to penetrate the UK market and replicate their accelerated growth in the U.S.

Trams | Econocom is an award-winning IT solutions provider and an Apple Authorised Reseller and Apple Authorised Service Provider with an extensive background in delivering Apple and Mobile Device Management into a company's IT ecosystem.

Kandji is a security-focused, next-generation device management provider, driving productivity and security for Apple-focused organisations. Secure and manage all Mac, iPhone, iPad and Apple TV devices through Kandji's Device Harmony ecosystem. Kandji has seen rapid growth in the US, with many companies adopting to use their Device Management solution and are now entering the UK market. Recently, Kandji was named the #1 fastest growing app in Okta's 2023 Businesses at Work Report, topping the charts with an incredible 172% YoY growth in customers. Additionally, Kandji was awarded Okta's Emerging Technology Partner of the Year Award for 2022 and recognised by G2 as one of the Top 100 Fastest Growing Products as part of their Best Software Awards in 2023.

The UK's enterprise sector has seen a steady increase in workplace Apple adoption. With companies embracing employee choice programs and hybrid working to retain and attract tech savvy staff, it brings new challenges to IT Teams as they look to securely manage devices remotely.

Following their success in the US, Kandji has set its sights on EMEA and looking for Apple-centric Resellers, such as Trams | Econocom to expand their footprint.

"We are delighted to be announced as one of the first UK Resellers to offer Kandji." Says Warren Peel, MD of Trams | Econocom who continues, "Our Apple knowledge and history as an Authorised Apple Reseller are well known, which makes us an obvious choice for Kandji."

Dustin Thompson, VP of Partnerships for Kandji said, "When we looked at the IT Channel in the UK, Trams | Econocom was one of the companies that stood out as a key Apple Reseller. The rise in Apple adoption within the UK is going to continue, so we're pleased to align ourselves with a company like Trams, who have long-standing partnerships with many Apple purchasers."

Warren Peel finalises, "At Trams | Econocom we pride ourselves on being able to discuss and deliver an unbiased IT solution to customers. Adding a solution such as Kandji to our portfolio will allow us to offer customers with more options and ensure they receive the best solution for them."

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About Trams|Econocom

Established since 1990, Trams is a multi-award-winning IT Reseller head-quartered in the UK. With top-tier partnerships across the world's leading IT technology providers, Trams can deliver impartial advice on the benefits and savings from all the best-in-class options in the market.

Learn more at <https://www.trams.co.uk/>

About Kandji

Kandji, the Device Harmony platform for Apple devices in the enterprise, tears down the wall between IT and InfoSec teams to keep Apple users secure and productive. In the past, these teams pursued their mandates independently — InfoSec handled security, while IT managed user devices. But in a world where user security and productivity are C-level priorities, they need shared intelligence, automation and workflows to win.

Learn more at <http://www.kandji.io>