

## AWARDS BONANZA FOR WICK HILL AND ITS SUPPLIERS

Woking, Surrey: 8<sup>th</sup> March, 2010 - Against strong competition, market-making, value-added distributor Wick Hill has won *Channel Partner of the Year for the fourth year running* at the Network Computing awards. The company was also a finalist in the *Company of the Year* category.

Wick Hill vendors, too, were winners with WatchGuard taking *Hardware Product of the Year* for its SSL 100 appliance and CRYPTOCard becoming *Managed Service Provider of the Year*.

Other Wick Hill suppliers, including Check Point, Barracuda Networks, LogLogic, M86 Security and Upsite Technologies, were finalists in a number of categories.

Ian Kilpatrick, chairman Wick Hill Group, commented: "There was intense competition for both the *Channel Partner of the Year* award and the *Company of the Year* award, so we are proud and delighted that our channel partners have voted for us and we would like to thank them for their support.

"The *Channel Partner of the Year* award recognises the great efforts we have made as a team to help our partners grow during what has been a very difficult recession, offering them a variety of services such as marketing programmes, flexible credit, technical and sales consultancy support, an innovative lead management system and free training.

"It is also, of course, a reflection of the considerable success that many of our channel partners have achieved themselves in growing their businesses, despite the serious downturn. Our own considerable sales growth reflects our partners' achievements.

"Seen alongside the CRN and Microscope *Security Distributor of the Year* awards won recently, and the awards we have won from our vendors this year, the Network Computing award shows we are succeeding in our goal of delivering excellence to both our vendor and reseller partners. We remain totally committed to providing the solutions, services and support that our resellers want.

"The multiple finalist nominations for our focussed portfolio of suppliers, alongside the victories of WatchGuard and CRYPTOCard, also reflect the outstanding quality of our vendors, who are continuing to grow at well above industry-average rates."

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