

## AWARDS CONTINUE FOR WICK HILL AS THE COMPANY WINS MICROSCOPE ACES' 'SECURITY DISTRIBUTOR OF THE YEAR'

June 5<sup>th</sup> 2009: Woking, Surrey - Wick Hill has continued an award winning year by taking MicroScope Aces' 'Security Distributor of the Year' title at the Hurlingham Club in South West London this week.

In 2009, the company had already won Allot's EMEA Distributor of the Year award, Check Point's EMEA Distributor of the Year award, WatchGuard's Distributor of the Year for Major Markets award and WatchGuard's Marketing Leadership of the Year award.

Wick Hill was also a finalist for several other categories at the MicroScope Aces' event, namely Credit and Finance Distributor of the Year, Distributor Logistics Team of the Year, and Distributor Marketing Team of the Year.

Ian Kilpatrick, chairman of Wick Hill Group, commented: "Obviously we're delighted to win this award and to get into the finals of several other awards. It recognises the huge efforts made by our team this year to serve our reseller partners in all their dealings with Wick Hill. We remain totally committed to providing the solutions, services and support that our resellers want and we would like to thank them all for voting for us."

Barry Mattacott, marketing manager for Wick Hill, added: "As a niche distributor, it is gratifying to have our marketing efforts recognised by being voted into the final, when we were up against the global giants in distribution."

### WatchGuard awards

Wick Hill has won two WatchGuard awards this year - WatchGuard's Distributor of the Year for Major Markets award and WatchGuard's Marketing Leadership of the Year award.

Barry Mattacott, marketing manager for Wick Hill, said: "WatchGuard is a very important vendor for us. We run WatchGuard's largest training centre worldwide and have a very active marketing programme for WatchGuard resellers, which includes innovative lead management, telemarketing campaigns, pre- and post-sales support, EDM and exhibitions. It's great to get recognition from WatchGuard for our efforts and the Marketing Leadership award is really appreciated by our marketing team."

#### *About Wick Hill*

*Established in 1976, value added distributor Wick Hill specialises in secure infrastructure solutions. The company sources and delivers best-of-breed, easy-to-use solutions through its channel partners, with a portfolio that covers security, performance, access, services and management. Wick Hill is part of the Wick Hill Group, based in Woking, Surrey with sister offices in Hamburg.*

*Wick Hill is particularly focused on providing a wide range of value added support for its channel partners. This includes a strong lead generation and conversion programme, technical and consultancy support for reseller partners in every stage of the sales process, and extensive training facilities.*

ENDS

1. Awards ceremony held 2<sup>nd</sup> June 2009

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