

WICK HILL APPOINTED AS UK DISTRIBUTOR BY IMATION

Wick Hill continues expansion with Imation Mobile Security distributorship

Wick Hill release: Woking, Surrey: 4th January, 2012 - VAD Wick Hill has been appointed as UK distributor for Imation Mobile Security. Imation Corp. is a global technology company whose portfolio includes data storage and security products, electronics and accessories. Wick Hill will focus on the mobile security portfolio, which includes MXI, IronKey and Defender solutions.

This signing sees further expansion for Wick Hill. Ian Kilpatrick, chairman Wick Hill Group, commented: “Our mission is to find areas which will enable VARs to expand and grow their businesses and margins. Mobile security is one area which offers continuing high growth and opportunities. The need for it is patently obvious from the ongoing press coverage of failures to secure mobile data and from the penalties levied by the Information Commissioner’s Office (ICO) for such failures.

“Imation offers a range of market-leading mobile security solutions which deliver a secure working mobile environment across a range of business and government needs. These offerings include Imation Defender, MXI and IronKey products. The Imation Mobile Security portfolio enables VARs to provide a comprehensive solution to the issues of securing data in motion. Following our success with Imation Mobile Security solutions in Germany, we are now looking to continue that success in the UK.”

Kilpatrick stressed that moving into this area with market-leading Imation, will give Wick Hill channel partners the strength of a worldwide market leader, the benefit of excellent price performance and the opportunity to sell a range of solutions to its customers. All of this in a market where a significant percentage of customers still has to address the increasing problem of mobile data security.

Nick Banks, vice-president for EMEA and APAC, Imation Mobile Security commented: “At Imation Mobile Security we believe that strong, long-term relationships with our channel partners are fundamental to our success and the success of our partners. Imation has rapidly expanded its customer base and has ambitious plans for growth over the next three years.

“As a 100% channel-focused vendor, our channel partners will play an instrumental role in this expansion. I look forward to working side by side with Wick Hill and its channel partners and am excited by the potential of this untapped global market.”

Imation Mobile Security solutions

Imation offers a comprehensive portfolio of trusted FIPS-validated portable storage devices, digital identity products, secure portable computing, and both cloud-based and on-premises secure device management software solutions.

The Imation Mobile Security offering bring together IronKey’s secure data storage hardware business and Imation’s Defender and MXI Security product lines, offering leading technology and the industry’s most complete solution set for organisations that need secure mobile data solutions.

Products, which provide the highest levels of mobile data security, include encrypted flash drives, encrypted external hard drives and encrypted optical discs, with features such as extreme robustness, anti-malware, remote management capabilities, and the ability to wipe lost or stolen devices. Also in the Imation Mobile Security range are secure hardware encrypted flash drives with embedded security software, which create a secure and remotely manageable virtual working environment on any PC or laptop.

About Wick Hill

Established in 1976, value added distributor Wick Hill specialises in secure IP infrastructure solutions and convergence. The company sources and delivers best-of-breed, easy-to-use solutions through its channel partners, with a portfolio that covers security, performance, access, networking, convergence and hosted solutions.

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.

About Imation Corp.

Imation Corp. (NYSE: IMN) is a leading global technology company dedicated to helping people and organisations store, protect and connect their digital world. Our portfolio of data storage and security products, electronics and accessories reaches customers in more than 100 countries through a powerful global distribution network. Imation Corp.'s global brand portfolio includes Imation, Memorex, XtremeMac, TDK Life on Record, and MXI Security brands. More information about Imation's mobile security brands can be found at <http://www.imation.com/mobilesecurity>. Imation's mobile security brands are validated by governments and standards bodies throughout the world and carry the following certifications: FIPS, CAPS (with additional DIPCOG approval), AIVD and NATO

ENDS

For further press information, please contact Annabelle Brown on 01326 318212, email abpublicrelations@btinternet.com. For pic of Ian Kilpatrick, contact Annabelle Brown or download from www.wickhill.com/company/press/pictures. For reader queries, contact Wick Hill on 01483 227600. Web www.wickhill.com