

VAD Wick Hill wins COMPUTING SECURITY AWARDS’ ‘Security Distributor of the Year’ title for second year running.

Woking, Surrey: 9th November, 2011 - VAD Wick Hill has won the title ‘Security Distributor of the Year’ at the Computing Security Awards, making it consecutive wins for Wick Hill for the two years the awards have run. The awards were set up to recognise the solutions and companies that have most impressed those charged with keeping their organisations secure.

Ian Kilpatrick, chairman Wick Hill Group, commented: “Winning this award for the second year in a row is extremely satisfying, especially as it is an award which is voted for by the readers. It shows that the efforts we have made to support our VARs continue to be appreciated.”

Kilpatrick credits the company’s success to a concerted team effort in providing a strong support programme of marketing services, flexible credit, technical and sales consultancy support, an innovative lead management system and free training to its VAR partners. This support has helped many partners to continue to grow during the recession .

Kilpatrick also congratulated Wick Hill vendor partners WatchGuard, CRYTPOCard, Check Point, and VASCO, who were also Computing Security Award winners.

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.

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INFORMATION FOR EDITORS

1. The Computing Security Awards were held at The Grand Connaught Rooms, London’s on 3rd November, 2011

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