

WICK HILL APPOINTED BY FIBERLINK TO DISTRIBUTE MAAS360

Wick Hill continues to grow with the creation of dedicated hosted and convergence team

Woking, Surrey: 21st November, 2011 - Expansion at Wick Hill continued today with the announcement that the VAD has been appointed by Fiberlink to distribute the US vendor's MaaS360 cloud-based mobile device management, security and compliance solution in the UK. MaaS360 is principally for smartphones and tablets.

Wick Hill is also creating a dedicated hosted and convergence team, which will provide further opportunities for VARs in these areas, and will run alongside Wick Hill's core business areas of security, performance access and networking.

Ian Kilpatrick, chairman Wick Hill Group, commented: "MaaS360 is a key solution for the burgeoning problem, and potential nightmare, of managing, securing and reporting on multiple tablets and smartphones, which are increasingly connecting to and accessing corporate networks. It is a leading solution in this market and we are delighted to have been appointed by Fiberlink in this high growth area."

Steve Hammond, president international sales for Fiberlink said: "We have appointed Wick Hill because of their ability to generate significant growth in this major risk area. Our alliance with Wick Hill represents an important continued expansion of our international network and complements the company's successful track record of delivering endpoint management and security solutions. We are very excited about the opportunity to partner with Wick Hill to deliver the most comprehensive and complete cloud-based mobile device management services to the market."

MaaS360

The MaaS360 range of cloud-based products encompasses mobile device management (principally smartphones and tablets), mobile app management, security and compliance.

Fiberlink's MaaS360 Mobile Device Management platform provides comprehensive capabilities to help manage smartphones, tablets and other mobile devices. Features include over-the-air enrolment of devices, remote wipe so corporate data can be removed if devices are lost or stolen, and detailed visibility into all devices for security policy management

MaaS360's Mobile App Management capabilities help protect mobile devices by managing the apps on them. The solution provides an easy-to-use mobile apps catalogue, with full operational and lifecycle management of apps across mobile device platforms. Features include mobile app security and compliance management, mobile app distribution through the cloud, and a web-based management console.

MaaS360 also provides a range of end-to-end security and compliance management capabilities. Features include enforcement of pass code policies and strong encryption keys to protect sensitive personal and business data, the ability to configure device restrictions to meet the highest enterprise security standards, and the ability to continuously monitor devices to ensure total compliance.

Dedicated cloud and convergence team for Wick Hill

Kilpatrick took the opportunity of this appointment to confirm that Wick Hill's success in hosted and converged systems has led to the establishment of a dedicated cloud and convergence team to support channel partners in maximising opportunities.

"The dedicated team will have a specific focus in this area," he said, "and we anticipate significant growth in the coming years. The growth will run alongside continuing expansion in our core business of security, performance, access and networking, and reflects the different requirements of our VARS in the different areas."

He added: "Extending our hosted and convergence capabilities is a response to VAR and end-user requirements. Companies are increasingly using IP as a core infrastructure, adopting IP telephony, introducing more and more smartphones into their businesses, and adding more converged solutions. IP has become ubiquitous on the network, with fixed/mobile and telephony convergence all depending on IP. Wick Hill will be offering solutions that facilitate this trend and provide the join between voice and data."

Kilpatrick said that Wick Hill had a range of skills across both comms and data, and could provide the support that many resellers wanted. "If you're already selling converged and hosted solutions," he explained, "Wick Hill has the expertise and breadth of knowledge to help you add more offerings to your portfolio, so you can maximise your position, in a subscription model environment.

"If you're new to this area, with perhaps limited knowledge and experience, Wick Hill will be providing its well-known high standard of support, which includes training, technical, pre-sales and consultancy assistance, so you can confidently pitch for business and carry out installations and support."

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 Fiberlink

Fiberlink is the recognized leader in software-as-a-service (SaaS) solutions for secure enterprise mobile device and application management. Its cloud-based MaaS360 platform provides IT organizations with mobility intelligence and control over mobile devices, applications and content to enhance the mobile user experience and keep corporate data secure across smartphones, tablets, and laptops. MaaS360 helps companies monitor the expanding suite of mobile operating systems, including Apple iOS, Android, BlackBerry, and Windows Phone. Named by Network World as the

Clear Choice Test winner for mobile device management solutions, MaaS360 is used to manage and secure more than one million endpoints globally.

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