



**Check Point**  
SOFTWARE TECHNOLOGIES LTD.

## Wick Hill Takes Check Point's EMEA Distributor of the Year Award

Wick Hill increases sales of Check Point's innovative new security appliances and end point solutions.

Wick Hill has won the Check Point Software Technologies EMEA Distributor of the Year Award at the recent Check Point Experience, the annual EMEA customer and partner meeting in Paris.

Leading VAD and security specialist Wick Hill ([www.wickhill.com](http://www.wickhill.com)) sources and delivers best-of-breed easy-to-use solutions through its channel partners, providing customer support, implementation, technical services and authorised training courses. Check Point Software Technologies Ltd. ([www.checkpoint.com](http://www.checkpoint.com)) is the leader in securing the Internet. Check Point offers total security solutions, featuring a unified gateway, single endpoint agent and single management architecture, customised to fit customers' dynamic business needs.

Ian Kilpatrick, chairman Wick Hill Group, said: "We're absolutely delighted to win this award and feel it's a recognition of our strong commitment to Check Point and our innovative value-add approach, which has resulted in increased Check Point sales of over 160% year-on-year. We've been particularly successful with sales of Check Point's new range of security appliances and their end point security solutions, which are experiencing strong sales growth in the market."

Wick Hill's pro-active, value added marketing programme for Check Point included telemarketing campaigns and other activities to generate leads for resellers, online lead management systems to facilitate lead progression, consultancy and engineering support in progressing sales, and comprehensive training opportunities.

Nick Lowe, regional director Northern Europe for Check Point, said: "Wick Hill has done a fantastic job over the past year, significantly raising the volume of sales and proving itself a key channel partner. We have been impressed by their professionalism and enthusiasm in marketing Check Point solutions, and the wide range of support they give to resellers, which helps drive sales. Wick Hill thoroughly deserves this award."

### Second award

In a second awards success, Wick Hill has also just been appointed Network Computing's Channel Partner of the Year.

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