

WICK HILL IS CRN'S 'SECURITY DISTRIBUTOR OF THE YEAR'

Second major channel press award for Wick Hill reflects company's strong commitment to growth, despite the recession.

Woking, Surrey: 25<sup>th</sup> November, 2009 - Wick Hill has rounded off an award-winning year by taking CRN's Security Distributor of the Year award, against tough competition from much larger distributors.

This makes Wick Hill the undoubted 'Security Distributor of the Year', having also won the same award from CRN's rival channel weekly, MicroScope, in June.

Wick Hill has also been widely recognised by its vendor partners in 2009. The company 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, WatchGuard's 'Marketing Leadership of the Year' award and Barracuda Networks' EMEA 'Distribution Partner of the Year.'

Ian Kilpatrick, chairman of Wick Hill Group, commented: "Obviously we're delighted to win the CRN award, particularly as it's our second major press award this year. We would like to thank all our channel partners for voting for us.

"Winning the award is a reflection of the great efforts we have made as a team to help our channel partners grow during a very difficult recession, offering them support such as marketing programmes, flexible credit, consultancy help to secure sales, an innovative lead management system, and free training.

"The award is also a reflection of the considerable success many of our channel partners have achieved themselves in growing their businesses in the face of the current downturn. Our considerable sales growth reflects their achievements.

"Taken with all the vendor awards we have also won this year, it shows that we are succeeding in our goal of delivering excellence to both our vendor and reseller partners. We remain totally committed to providing the solutions, services and support that our resellers want."

Malcolm Tuck, managing director of Kaspersky Lab UK and Ireland, commented: "Wick Hill is an important distributor for Kaspersky Lab, enjoying strong sales growth with our range of business security solutions. Following on from their success at the Microscope ACEs earlier this year, this recognition at CRN's Channel Awards 2009 is further endorsement of their commitment and dedication to distributing the very best in information security technology."

**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, networking, unified communications 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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