

Press Release

WICK HILL WINS MICROSCOPE'S 'SECURITY DISTRIBUTOR OF THE YEAR' AWARD



Woking, Surrey: 22nd May 07 - Leading security value added distributor Wick Hill has scooped MicroScope's 'Security distributor of the year' award. The channel magazine made the announcement at the Hilton Park Lane Hotel in London at the end of last week, amongst a gathering of the channel's leading players.

Ian Kilpatrick, chairman Wick Hill Group, commented: "I am extremely proud of our team for winning the award. It reflects their commitment to delivering value add across the organisation to all of our channel partners"

When asked why he thought Wick Hill had won, Kilpatrick commented: "We always try to add value to our partners' business. I think our success is down to a combination of all the things we offer to the channel, which make us different in distribution. From our training centre, to technical support, to pre- and post-sales support (which includes consultancy help), to significantly differentiated marketing support, to campaigns to generate sales leads, and to product accredited sales staff.

Kilpatrick also cites Wick Hill's close working relationships with vendors and the company's ability to bring new vendors with appropriate products to the UK market at the right time, and then help channel partners easily and inexpensively introduce and sell these new products.

Kilpatrick stressed that the company also tries very hard with the logistical side of service to the reseller, such as providing efficient and fast delivery of products as well as offering customers creative financial deals.

About Wick Hill

Established in 1976, value added distributor Wick Hill specialises in secure infrastructure solutions. The company's portfolio covers security, performance, access, services and management. Wick Hill sources and delivers best-of-breed, easy-to-use solutions through its channel partners, providing customer support, implementation, training and technical services.

The company works closely with vendors and its portfolio includes solutions from leading names such as WatchGuard, Check Point, VASCO, Allot, Kaspersky, Imprivata and Utimaco. Solutions cover areas such as firewalls, VPNs, UTMs, anti-virus, anti-SPAM, intrusion prevention, encryption, authentication and traffic management. Wick Hill Ltd. is part of Wick Hill Group, based in Woking, Surrey with sister offices in Hamburg. Users of products sourced through Wick Hill include most of the Times Top 1000 companies.

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