

## VAD WICK HILL BECOMES FIRST ‘SECURITY DISTRIBUTOR OF THE YEAR’ AT COMPUTING SECURITY AWARDS

Wick Hill’s strong channel support brings latest in a clutch of awards

Woking, Surrey: 8<sup>th</sup> November, 2010 - VAD Wick Hill has won the ‘Security Distributor of the Year’ title at the inaugural ceremony of the Computing Security Awards.<sup>1</sup> The awards honour the products and services that have made a positive contribution to making organisations more secure.

This is one of a clutch of awards won over the last year by Wick Hill, specialists in secure IP infrastructure solutions. The company is the current CRN Security Distributor of the Year, the current Microscope Ace’s Distributor Marketing Team of the Year and the current Network Computing Channel Partner of the Year. It has also been a finalist in several other awards, including Distributor of the Year in the Comms National Awards.

Ian Kilpatrick, chairman Wick Hill Group, commented: “We have made great efforts as a team to help our reseller partners grow during what have been difficult times, offering them a variety of services such as marketing programmes, flexible credit, technical and sales consultancy support, an innovative lead management system and free training. We’re delighted that they have shown their faith and confidence by voting for us in this first Computing Security Awards.

“The fact that this is the latest in a series of awards and finalist placings for us, shows that our value added programmes are working and appreciated. It is also, of course, a reflection on the considerable success that many of our suppliers and channel partners have achieved, alongside us, continuing to grow their businesses, during the downturn.”

Kilpatrick also congratulated Wick Hill vendor partners Check Point, CryptoCard, WatchGuard 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. 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.

ENDS

1. The Computing Security Awards were held at London’s Russell Hotel on 4<sup>th</sup> November, 2010.

For further press information, please contact Annabelle Brown on 01326 212130, email [abpublicrelations@btinternet.com](mailto:abpublicrelations@btinternet.com). For reader queries, please contact Wick Hill on 01483 227600, web [www.wickhill.com](http://www.wickhill.com). For pic of Ian Kilpatrick, please contact Annabelle Brown or download from <http://www.wickhill.com/company/press/pictures.php>