

# Euro 2004 final tickets are up for grabs with Norwood Adam and Fortinet

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Norwood Adam Distribution is kicking-off product and sales training for Fortinet resellers with a series of Euro 2004 related promotions.

As part of Fortinet's channel partner certification programme, Norwood Adam will be giving resellers the opportunity to win a trip for six to the Euro 2004 final in Portugal including flights and accommodation.

Norwood Adam is offering prizes to those resellers who earn the most points in its latest promotional drive, which runs until June 14. Partners can already earn points for the Euro 2004 draw by increasing their Fortinet sales. But to give partners a boost, Norwood Adam is now giving away points to those resellers that attend training courses and who sit their Fortinet Certified Sales Professionals (FCSP) exams at Norwood Adam's offices.

Any reseller attending Fortinet sales training on 3 June will receive 1,000 points. Furthermore, any reseller booking a Fortinet Certified System Engineer (FCSE) technical training course (attendance during May/June) by June 14, hosted by Lan 2 Lan, will secure a bumper 8,000 points.

Manny Pinon, sales and marketing director at Norwood Adam, said: "We believe Fortinet represents an excellent opportunity for our resellers to offer their customers a first-class product and with our recently announced fully-managed security solution – Prism – they can offer first class services too.

On a more light-hearted note, we all work hard in this industry and people deserve the occasional reward, and what could be better than going to the final of Euro 2004 and meeting some of Britain's football greats at a golf tournament hosted by Sir Bobby Robson."

Other prizes include tickets to see the Red Hot Chilli Peppers play live at London's Hyde Park or the Murrayfield Stadium in Edinburgh.

**About Norwood Adam Distribution**

Norwood Adam Distribution ([www.norwood-adam.com](http://www.norwood-adam.com)) is the foremost value-added distributor to the UK channel for convergence technologies, providing voice, data, LAN and WAN solutions and applications for corporate customers and enterprises of all sizes. Focusing on "Bringing Networks Together" Norwood Adam provides a service that enables resellers to sell solutions in an easy and stress-free manner while adding more value to the end-user.

Norwood Adam's partners have access to an unparalleled set of services from support to management of technology – fully supported by an 'always on' 24x7x365 operation. This provides clear differentiation for the reseller, and in turn significant business benefits to the customer. Together with unique distribution relationships with world leaders such as Alcatel and BT, this unrivalled pre and post sales support has earned Norwood Adam the valued trust of resellers and service providers throughout the UK.

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