

# Triple Awards Success for Leading IT Security VAD Wick Hill

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## TRIPLE AWARDS SUCCESS FOR WICK HILL

- chairman Ian Kilpatrick, named CRN's 'Channel Personality of the Year'
- Wick Hill commended in CRN's 'Security Distributor of the Year' Award
- Wick Hill wins award in VAD category at Germany's IT Business Awards.

Woking, Surrey: 25th November, 2008 - IT security VAD (value added distributor) Wick Hill has achieved a triple awards success. At this year's CRN 2008 channel awards, held recently in London\*, Wick Hill chairman, Ian Kilpatrick, won the 'Channel Personality of the Year' award, while the company was given the 'Judges' Commended' award in the 'Security Distributor of the Year' category. And in Germany, Wick Hill also won an award in the VAD category at the IT Business 'Night of the Distributor' awards.

Ian Kilpatrick commented: "It's an excellent team effort, in both countries, for us to pick up these awards and we very much appreciate the confidence shown in Wick Hill by all the channel partners who voted for us."

He added: "I'm honoured to receive CRN's 'Channel Personality' award and I'll do my best to live up to the title!"

These wins follow on Wick Hill's double award win earlier in 2008 when the company was appointed both 'WatchGuard Value Added Distributor of the Year' and Allot's 'EMEA Distributor of the Year'.

### About Ian Kilpatrick

Winner of the 'Channel Personality of the Year' award, Ian Kilpatrick, chairman of Wick Hill Group, is a colourful character in the IT channel world. He is the founder of Wick Hill, a successful international IT infrastructure VAD, which has been established for some 32 years. Ian has boundless enthusiasm for promoting good IT solutions, which offer real business benefits, as well as the ability to inspire his staff to give customers the best products and service.

He is never afraid to voice his opinions on all aspects of the industry and on IT security issues in particular. He has an in-depth experience of computing with an excellent understanding of the industry from the vendor, distributor, reseller and end user point-of-view.

Ian has a strong vision of the future in IT and IT security. His approach reflects his philosophy that business benefits and ease-of-use are key to successful infrastructure deployment. He has had numerous articles published in the UK and overseas press, as well as being a regular speaker at IT exhibitions. Away from work, Ian enjoys fast sports, primarily motor racing and is also a keen runner.

### About Wick Hill

Established in 1976, international value added distributor Wick Hill specialises in secure IT 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, technical services and authorised training courses.

Wick Hill works closely with vendors and its portfolio includes solutions from leading names such as Check Point, WatchGuard, VASCO, Allot, Kaspersky Lab, Utimaco, Finjan, 8e6 Technologies and Barracuda. Solutions include a range of options for preventing data leakage, firewalls, VPNs, UTM appliances, intrusion prevention, anti-virus, anti-spam, encryption, authentication, traffic management and connectivity.

Wick Hill's approach is based on solutions with real business benefits, which are secure, reliable, easy-to-use and easy-to-install. A strong commitment to customer service and technical support is a fundamental part of company policy. 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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\* Held on November 13, 2008

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