

# WICK HILL WINS WATCHGUARD EMEA DISTRIBUTOR OF THE YEAR 2012 AWARD

## Continued growth for WatchGuard

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Woking, Surrey: 7th June, 2012 - VAD Wick Hill has been awarded WatchGuard's EMEA Distributor of the Year Award 2012. The award was given to Wick Hill for outstanding sales growth and exceptional value added services to WatchGuard resellers over the last year, both in the UK and Germany.

WatchGuard itself has experienced significant growth in the EMEA region over the past twelve months. WatchGuard VP of sales, Bill Smith, commented: "Wick Hill has made a major contribution to our continuing high growth in the SME sector, our core area of market leadership, as well as helping us to continue to grow our business in higher end devices and virtualised appliances."

Ian Kilpatrick, chairman Wick Hill Group said: "We are delighted to win this award from WatchGuard, in recognition of the strong efforts of our team and our channel partners. Our relationship with WatchGuard goes back 15 years and our sales growth is built on the continued development and evolution of WatchGuard products, in SMEs, enterprises and the growing virtualisation security market."

### INFORMATION FOR EDITORS

<http://www.watchguard.com/news/press-releases/watchguard-continues-pattern-of-strong-growth.asp>

WatchGuard recently announced that the first quarter of 2012 was a record first quarter which followed on a record year in 2011. It had five consecutive quarters of double digit growth (averaging 15 percent) from the company's core UTM business, extremely high customer retention rates, and 39 percent year over year billing growth for its enterprise class, next-generation multifunction firewalls.

About Wick Hill (<http://www.wickhill.com>)

Established in 1976, value added distributor Wick Hill specialises in secure IP infrastructure solutions and convergence. 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, convergence 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.

About WatchGuard Technologies, Inc.

Since 1996, WatchGuard® Technologies, Inc. has been the advanced technology leader of business security solutions, providing mission-critical protection to hundreds of thousands of businesses worldwide. The WatchGuard family of wired and wireless unified threat management appliances, messaging, content security and SSL VPN remote access solutions provide extensible network, application and data protection, as well as unparalleled network visibility, management and control.

WatchGuard products are backed by WatchGuard LiveSecurity® Service, an innovative support, maintenance, and education program. WatchGuard is headquartered in Seattle and has offices serving North America, Europe, Asia Pacific, and Latin America. To learn more, visit [www.watchguard.com](http://www.watchguard.com).

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