

# Pan-EMEA Distributor Nuvias Group Joins the HID Advantage Partner Program

Submitted by: Nuvias

Wednesday, 16 November 2016

---

A third key pan-EMEA signing for Nuvias Group since June 2016

London, England: 16th November, 2016: 13.00 hrs GMT – Nuvias Group, the pan-EMEA high value IT distributor, today announced it has become a member of the HID Advantage Partner Program. The Program is a loyalty-based program which provides partners with the ability to evolve their relationship with HID Global for scalability and overall growth.

Nuvias Group provides a wide range of value-added services for reseller partners, including sales, marketing and technical support. As a member of the HID Advantage Partner Program, Nuvias works closely with HID Global to enhance end user value.

Nuvias will distribute the full range of IAM Solutions

(<https://www.wickhill.com/products/vendors/detail/125/HID-Global>) (Identity and Access Management), including HID Global's ActivID® Authentication Solutions and ActivID® Credential Management System.

Ian Kilpatrick, EVP cyber security, Nuvias Group, commented: "HID Global has a uniquely valuable brand in the IAM Solutions market, which provides resellers with a great opportunity to diversify their offerings. The products solve a number of the key cyber security challenges that businesses are faced with today. We look forward to working with HID Global to successfully expand its IAM offerings across EMEA. The partnership with HID Global complements our other recent pan-EMEA Nuvias Group collaborations, including those with Malwarebytes and Nokia. It's a growing recognition of Nuvias' ability to deliver specialist value distribution across EMEA."

Miguel Braojos, Vice President Global Sales, IAM Solutions with HID Global said: "Addressing and fulfilling end-users' requirements is critical in order to invest with confidence in HID Global's trusted identity solutions. As a member of the HID Advantage Partner program, Nuvias helps support the essential links in the HID Global value chain. The company's strong team of security experts has extensive experience of working with multi-national and financial institutions, further extending our commitment to quality and driving end-user value."

## About Nuvias Group

Nuvias Group is the pan-EMEA, high value distribution business, which is redefining international, specialist distribution in IT. The company has created a platform to deliver a consistent, high value, service-led and solution-rich proposition across EMEA. This allows partner and vendor communities to provide exceptional business support to customers and enables new standards of channel success.

The Group today consists of Wick Hill (<https://www.wickhill.com/>), an award-winning, value-added distributor with a strong specialisation in security; Zycko (<http://www.zycko.com/>), an award-winning, specialist EMEA distributor, with a focus on advanced networking; and SIPHON Networks (<http://www.siphonnetworks.com/>), an award-winning UC solutions and technology integrator for the channel.

All three companies have proven experience at providing innovative technology solutions from world-class vendors, and delivering market growth for vendor partners and customers. The Group has seventeen regional offices across EMEA, as well as serving additional countries through those offices. Turnover is in excess of US\$ 330 million.

ENDS

For further press information, please contact Annabelle Brown on 01326 318212, email [pr@nuvias.com](mailto:pr@nuvias.com)