

Nuvias Acquires Benelux Distributor DCB

Submitted by: Nuvias

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Nuvias deal signifies strong commitment to further growth in Benelux

Benelux distributor DCB ready for major growth, following deal with pan-EMEA high value distributor Nuvias.

London and Brussels: 11/7/17: 12.00 BST - Nuvias Group, the pan-EMEA, high value distribution business, today announced the acquisition of Benelux value added distributor DCB. Nuvias already has offices in both The Netherlands (Amsterdam) and Belgium (Brussels), and this move will strengthen and grow its presence in the Benelux region.

DCB is a leading, award-winning distributor with offices in The Netherlands (Veldhoven) and Belgium (Zaventem). The company has more than twenty years' experience in the industry and is focussed on cyber security, with vendors such as WatchGuard Technologies, Kaspersky Lab, Trustwave and Centrify.

Paul Eccleston, CEO Nuvias Group, said: "DCB is a value-added distributor with a very strong reputation and a large partner base. Its emphasis on service and support, outstanding product knowledge and a commitment to excellence are completely in line with the philosophy and strategy of the Nuvias Group. The DCB product range is fully aligned with the Nuvias Cyber Security Practice, with vendors such as WatchGuard and Kaspersky in common. We will be adding our pan-EMEA security vendors, such as Arbor Networks, Malwarebytes and HID Global to the DCB portfolio."

With this acquisition, DCB becomes the Nuvias Cyber Security Practice for Benelux and will further strengthen the overall Cyber Security Practice within the Nuvias Group.

Eccleston added: "The Benelux region is very important strategically for us and DCB will become the Cyber Security Practice there, alongside our already established Advanced Networking and Unified Communications Practices. We will be making significant further investments in Benelux in the months ahead, including additional staff."

Wim Clinckspoor, Managing Partner for DCB, said: "This is a very exciting opportunity for DCB customers, vendor partners and staff. Becoming part of Nuvias, which shares our core beliefs and commitment to technical excellence and high service levels, gives us the resources to grow and develop further in Benelux. It will allow us to take on more high growth vendors looking for pan-EMEA, high value distribution."

DCB will continue to operate from the same locations, with the same staff and the same management team, led by Managing Partners Wim Clinckspoor and Luk de Dobbeleer.

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, an award-winning, value-added distributor with a strong specialisation in security; Zycko, an award-winning, specialist EMEA distributor, with a focus on advanced networking; and SIPHON Networks, an award-winning UC solutions and technology enabler 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 21 regional offices across EMEA, as well as serving additional countries through those offices. Turnover is in excess of US\$ 350 million.

About DCB

Established for over 20 years, DCB is a leading, award-winning, value-added IT distributor based in Benelux, with offices in both Belgium and The Netherlands. A channel-only organisation, DCB is dedicated to cyber security, with vendors such as WatchGuard, Kaspersky Lab, Trustwave and Centrify. The company is committed to excellence and providing the highest levels of service and support to its channel partners. DCB has the most experienced and highly accredited technical team in the channel, enabling partners to deliver industry-leading cyber security solutions to their customers.

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