Cloud Distribution Extends Its BlackBerry Relationship

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Deeper Relationship Will Enable VARs to Access the BlackBerry Secure Platform

READING, UNITED KINGDOM – November 15, 2017 – Next-generation, value-added distributor Cloud Distribution (http://cloud-distribution.com/), today announced it will offer the channel in the UK and Ireland complete access to the BlackBerry Secure platform (https://ca.blackberry.com/enterprise), the most comprehensive suite of software and services that helps enterprises manage and control access to IoT devices such as smartphones, tablets, wearables and more, as well as secure communications for all messaging and file types.

Cloud Distribution has provided the channel with access to BlackBerry Workspaces (https://us.blackberry.com/enterprise/blackberry-workspaces?utm_source=blackberry_blogs_consumer&utm_medium=social& for over three years. By expanding its relationship with BlackBerry and making it simple to access the company's comprehensive software portfolio, Cloud Distribution is underscoring its leading position in this fast-growing market - ultimately enabling its channel partners to seamlessly offer secure unified endpoint management (UEM), productivity and collaboration.

"Building on our successful Workspaces relationship with BlackBerry, we are now excited to offer our partners a complete UEM strategy, in a way that is simply unrivalled in the market," explains Adam Davison, Sales Director, Cloud Distribution. "In line with our proven go-to-market strategy and utilising our Altitude Marketing program, partners can leverage BlackBerry's outstanding technology and momentum to create a rapid pipeline. There is a full schedule of joint marketing campaigns and initiatives underway to help partners stimulate interest and accelerate pipeline growth."

"The expanded relationship with Cloud Distribution signifies our continued investment in strategic partnerships with industry leaders, enabling us to enhance our channel partner ecosystem and provide business customers with the best possible experience within their respective market," said Richard McLeod, VP of Global Enterprise Software Channels, BlackBerry. "Cloud Distribution's security specialists have proven they can address challenges in today's complex and sophisticated business environments and we look forward to working closely with them as more and more businesses seek comprehensive solutions to secure and mobilise their workforce."

Cloud Distribution is part of BlackBerry's Enterprise Partner Program (https://uk.blackberry.com/partners) which is designed to help partners navigate the ever-changing mobile business environment. It helps partners gain new competencies and capabilities that will enable them to meet and exceed market demand, by ensuring partners are well equipped to successfully design, architect, implement and support BlackBerry solutions such as BlackBerry Dynamics (https://uk.blackberry.com/enterprise/blackberry-dynamics?utm_source=bing&utm_medium=cpc&utm_campaign=BL%7CBlac BlackBerry Unified Endpoint Manager (UEM) (https://ca.blackberry.com/enterprise/blackberry-uem?utm_source=blackberry_blogs_consumer&utm_medium=social&utm_ca BlackBerry Workspaces (https://us.blackberry.com/enterprise/blackberry-workspaces?utm_source=blackberry_blogs_consumer&utm_medium=social& BlackBerry Enterprise Identity

(https://ca.blackberry.com/enterprise/enterprise-identity?utm_source=blackberry_blogs_consumer&utm_medium=paid_social&
BlackBerry 2FA (https://ca.blackberry.com/enterprise/blackberry-2fa), BBM Enterprise
(https://us.blackberry.com/enterprise/secure-communication/bbm-enterprise?utm_medium=social&utm_campaign=en|B2B|Biz
and BlackBerry Analytics
(https://developer.blackberry.com/develop/platform_services/platform_analytics.html).

For more details on BlackBerry Secure, available now through Cloud Distribution, call 01635 800410 or
visit www.cloud-distribution.com. For more information on the BlackBerry Enterprise Partner Program
please visit www.blackberry.com/partners or sign up for the newsletter here.

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About Cloud Distribution
Cloud Distribution is a value-added distributor of disruptive next generation security, networking and
storage solutions that VARs can take to market quickly and easily. It currently distributes A10 Networks,
Acronis, Aerohive, BlackBerry, CheckPoint Software, Cloud4Wi, CrowdStrike, Cyren Security, DataCore,
Exinda, HyperGrid Ignitenet, Memblaze, Onelogin, Peplink, Praim, Pivot3, SystemFlip, Trusted Knight,
Unidesk and Vectra Networks. Its portfolio of disruptive security and networking solutions helps
resellers to differentiate themselves from the competition and create new markets to sell in. The company
was founded in 2009 by senior executives with a wealth of experience in the security, networking and
optimisation space. Its philosophy is to take innovative, cutting-edge vendors into the UK market by
recruiting and working together with skilled, reputable, market making partners. For further information,
please visit www.cloud-distribution.com or follow us on Twitter @cloudtweeters

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