

Nuvias to provide Cisco's UC portfolio and open SIP endpoints to UK channel

Submitted by: Nuvias

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Nuvias offers channel unmatched UC portfolio with unique BroadSoft® expertise and support, following Cisco's BroadSoft acquisition

London, England: 19/2/18: 10.00 GMT - Nuvias (<http://www.siphonnetworks.com/>), the fast-growing, high-value pan-EMEA distributor, is to provide Cisco's Unified Communications (UC) portfolio, and Cisco's recently released open SIP endpoints, to the UK channel.

As a key UK distributor for BroadSoft, prior to its acquisition by Cisco earlier this week, Nuvias is in a leading position, with unrivalled expertise, to support both new and existing BroadSoft and Cisco resellers, as Cisco looks to integrate BroadSoft technology into its cloud-based unified communications solutions.

The addition of Cisco reinforces Nuvias' ability to provide the channel with unmatched expertise in UC through its UC Practice, which offers complete end-to-end solutions, including best-of-breed products and services. The UC Practice is based on the former SIPHON Networks, the award-winning UC solutions and technology enabler for the channel, which was acquired by Nuvias in 2016.

Steve Harris, EVP Unified Communications at Nuvias, commented: "The agreement with Cisco, combined with Cisco's acquisition of BroadSoft and our growing best-of-breed UC portfolio, puts us in a unique position to add further value to existing partners and work with new resellers to deliver integrated, end-to-end cloud-based solutions. BroadSoft has worked very successfully with SIPHON Networks in the UK for eight years, and the combination of experience and technical support skills built up over this time is unmatched in the channel."

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's portfolio covers a comprehensive range of IT solutions, with the focus currently on three areas - Cyber Security (based on the former Wick Hill); Advanced Networking (based on the former Zycko) and Unified Communications (based on the former SIPHON). In July 2017, Nuvias added Benelux value added distributor and security specialist DCB to the Group. All four award-winning companies had previously demonstrated their ability to provide innovative technology solutions from world-class vendors, and deliver market growth for vendor partners and customers. Nuvias Group has 21 regional offices across EMEA, as well as serving additional countries through those offices. Turnover is around US\$ 500 million.

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