

Nuvias and FireEye Sign Pan-European Distributor Agreement

Submitted by: Nuvias

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London, UK: 30/4/18: 08.30 BST - Nuvias (<https://www.wickhill.com/>), the fast-growing value-added distributor, has signed a pan-European distribution agreement with FireEye, the intelligence-led security company. Nuvias will play a key role in driving further adoption of the FireEye product portfolio including the FireEye® Helix™ Security Operations Platform, Endpoint Security and other solutions. The agreement is initially focused on markets in the UK and Ireland, Germany, Switzerland, Austria, France and the Netherlands. However, it will eventually cover the whole of Europe.

FireEye is a major addition to the growing Nuvias Security Practice, complementing other vendors such as Juniper Networks, Arbor Networks, Barracuda, Check Point, Fortinet, HID Global, Kaspersky Lab, Malwarebytes VASCO and WatchGuard Technologies, to deliver end-to-end security solutions.

As part of the agreement, Nuvias will be introducing NU:RAP for FireEye – a dedicated Rapid Acceleration Programme for new and existing partners to achieve growth and high-value returns. At its core, Nuvias aims to help partners generate revenue by building end-to-end, repeatable solutions based around the FireEye product suite with local knowledge and support available.

“As the threat landscape has evolved, it’s become crucial to have strong combination of technology, expertise and intelligence. With FireEye we can now cover each of these areas comprehensively,” said Nuvias Group’s EVP Cyber Security, Ian Kilpatrick. “One of Nuvias’ main goals for security is to help customers identify unseen threats with frontline intelligence and technology to help organisations maximise security investments. By offering products like FireEye Helix we’re in a great position to deliver this.”

Jason Ellis, Vice President, EMEA Channels at FireEye said: "Nuvias has a strong reputation and in-depth understanding of the EMEA Security IT market, so we're looking forward to working with them. The partnership strengthens our focus on the channel and offers us a huge opportunity for incremental growth. Nuvias partners now have access to the full range of FireEye solutions which come with access to FireEye experts who have a great deal of valuable frontline cyber experience."

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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For further press information, please contact Annabelle Brown on +44 (0)191 237 3067 or email pr@nuvias.com