

Zycko expands further across EMEA

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Just a few months after the opening of Zycko's offices in Italy and Benelux, the UK-based value-add distributor of best-in-class convergent IT infrastructure solutions, is continuing its non-stop global expansion - this time announcing the launch of offices in Madrid, Munich and Stockholm.

The company, which is going from strength to strength, reporting revenues of \$180million for 2007/08, up from \$150million in 2006/07, has also opened a new UK based logistics centre. The centre, which is 25,500 square feet, four times the size of Zycko's old warehouse, allows the distributor to keep up with its rapid growth and continue to develop exceptional channel value. The centre will also incorporate configuration, testing and a substantial repair facility.

Nick Moglia, Zycko's group managing director, said: "Zycko is in a unique position delivering real value-add services to VARs, integrators and service providers comprehensively across the EMEA region."

Nick Moglia added: "The expansion of our offices in local areas is essential in order to meet our customer's needs. We are extremely excited about our new office in Madrid as we already have many Spanish customers requiring the full range of Zycko's award winning services."

Each new office will be taking to market the core of Zycko's key solutions including Riverbed, the global leaders in point to point network acceleration and Hitachi Data Systems, one of the giants of the data storage industry providing a level of integration and support unmatched from any other disk system manufacturer.

The Munich office will allow Zycko Networks GmbH (based in Berlin) to expand its presence across Germany and to better serve those customers based in the south. Initially it will focus on sales but will also house a Technical Solutions centre allowing demonstration of Zycko's main product lines.

The Stockholm office is being opened to better serve those customers in Sweden currently serviced by Zycko Norway. The office will be under the control of Zycko Norway's MD Vivian Boe.

Zycko Iberica is a newly established company and is based in Madrid. Zycko has appointed Jose Maria Diaz-Carel as its Managing Director. Jose previously worked as B2net Country Manager for Spain from 2004.

Jose Maria Diaz-Carel said: "The new Iberian office will enable Zycko to consolidate their presence in south-western Europe. The Spanish market is continuously growing in the networking and storage sectors, Zycko's localised Spanish office will enable us to use our experience and expertise to tap into this market and increase our European business."

Vivian Boe said: "Zycko is moving towards more convergent solutions and therefore it is beneficial that we are closer to the market in Sweden. Through Zycko Sweden and our Swedish employees, we are now able to work even closer with our partners and end-users."

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Notes to the editor:

About Zycko:

Zycko is a value-add distributor of best-in-class convergent IT infrastructure solutions through a channel of resellers, systems integrators and service providers.

Zycko is privately held and has been profitable since inception in 2000, when the company's original charter was to market data networking accessories to resellers as a wholesale distributor. Zycko now employs 250 staff, serving over 3,000 resellers around the world from fourteen offices on four continents. The company enjoys an annual turnover of more than \$180m.

Zycko's provision of best-in-class IT products and logistics management is supported by true value-add professional services - such as pre-sales expertise, technical support, custom configuration, an industry leading accredited training program, and marketing support. These vital services and support enable our customers to quickly deliver profits and invest in new market opportunities, allowing them to differentiate in a crowded market. Zycko is the channel partner of choice.

Zycko's strategic partner base includes world-class companies such as Avago, Asigra, Diligent, Edgewater, Epicenter, Hitachi Data Systems, Intransa, Isilon, LSI, OnStor, Powerd sine, QLogic, Riverbed, USystems, Force10 Networks and ExaGrid.

For more information visit www.zycko.com

PR Contact:

Jill Duffell
Communications Manager
hblmedia
jill@hblmedia.com
020 7612 1830