

Nuvias Appointed UK and DACH Distributor for Forcepoint

Submitted by: Nuvias

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Nuvias Cyber Security Practice expands its range with human-centric security from Forcepoint

London, UK: 4/6/18: 09.00 BST - Nuvias (<https://www.wickhill.com/>), the fast-growing value-added distributor, has signed a UK and DACH (Germany, Switzerland and Austria) distribution agreement with Forcepoint, a leader in global cyber security.

Forcepoint takes a human-centric approach to cybersecurity and aims to transform the digital enterprise by continuously adapting security response to the dynamic risk posed by individual users and machines. The company is looking to Nuvias to help expand its reach and grow sales across both enterprise and SME markets in the UK and DACH.

Nuvias will distribute the full range of Forcepoint offerings, such as the recently launched Dynamic Data Protection solution which extends customer capabilities through Forcepoint's Human Point System. Dynamic Data Protection brings together human-centric behaviour analytics and next generation DLP innovations and is the first Risk-Adaptive Protection solution in Forcepoint's portfolio of market-leading cybersecurity products. These also include Cloud Access Security Broker (CASB), Web/Email Security, Data Guard and Network Security (NGFW).

Ian Kilpatrick, EVP Cyber Security for Nuvias, commented: "Forcepoint's approach of human-centric security and risk-adaptive protection is at the forefront of developments in the security industry and will be a high growth opportunity for resellers. We are excited by the prospect for increased sales throughout the Forcepoint portfolio, particularly in areas such as cloud security, web security, and data management around GDPR."

Neal Lillywhite, Vice President of EMEA Channel at Forcepoint, said: "With over 20 years' experience in the UK and DACH, Nuvias has a long-established and knowledgeable security channel, and is skilled at creating value for both vendors and channel partners to enable growth. With a large and varied reseller partner base, they will help us extend our reach and we are looking forward to a very successful partnership."

Nuvias offers the channel in-depth experience of cyber security through its Cyber Security Practice, which provides a comprehensive range of best of breed security solutions addressing all aspects of security risk in today's rapidly evolving networks. The Cyber Security Practice is based on the former Wick Hill, the long-established, award-winning security value added distributor, which was acquired by Nuvias in 2015.

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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