

Nuvias invests in the Benelux market to boost its security portfolio and fuel growth.

Submitted by: Nuvias

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London and Benelux: 24/7/18: 09.00 BST/10.00 CET - DCB, a leading IT security value added distributor in the Benelux for over 20 years, is transitioning under the Nuvias (<https://www.nuvias.com/>) Group brand.

Alongside the name change, the company has announced distribution agreements with a number of important new vendors, strengthening the scope of its offering to reseller partners and emphasising its strong commitment to the region.

Since the Nuvias Group announced the establishment of its Cyber Security Practice in the Benelux, the security portfolio has expanded to include several significant new security vendors such as FireEye, Juniper Networks, Malwarebytes, One-Span (was Vasco), HID Global, FileFacets, Dtex Systems and Arbor Networks. These new vendors join DCB's existing security portfolio, which encompassed major brands such as WatchGuard, Kaspersky Lab and Trustwave.

Commitment to Benelux region

Nuvias and DCB have been implementing plans to grow the security business in the region. The broader portfolio will be complemented by additional technical resources, both locally and internationally.

In the coming months, the company will continue its ambitious growth plans, with the addition of more staff and a further increase in reseller numbers, alongside a strong programme of education and support for reseller partners. Nuvias differentiates itself by offering its channel partners a unique set of services that enables them to deliver valuable business solutions to their customers.

Wim Clinckspoor, Director of Services and Managing Partner for Nuvias Benelux, said: "We have a wealth of security experience and knowledge acquired over many years and are known for our high level of sales, marketing, technical and business support, making us a great choice for resellers and vendors wanting to expand their activities in this area.

"The current security market offers fantastic potential for both our existing and new resellers and we intend to do everything possible to help our partners take advantage of these opportunities. We have already had strong interest in our new security brands and have increased our sales levels, which means increased sales for our partners."

Ian Kilpatrick, EVP Cyber Security for Nuvias Group, commented: "Security threats are continually increasing and diversifying. There is a great opportunity for resellers to help their customers deal with these threats. The Nuvias Cyber Security Practice in Benelux offers a comprehensive, but focussed, set of security solutions, which will help partners establish or reaffirm themselves as trusted advisors to their clients.

"The Cyber Security Practice provides a range of best-in-class solutions which help resellers address major data protection issues today, such as identity access management, ransomware, insecure employee behaviour, cloud security, mobility security and DDoS."

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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