



New VP Services and Cloud Solutions Appointed at Nuvias Group

Nuvias moves further towards cloud and annuity-based channel models

Nuvias (Wick Hill) wins 'Channel Partner of the Year' 2016 at the 'Cloud Hosting' awards

London, England: 31st October, 2016 - Karl Roe has been appointed VP Services and Cloud Solutions for pan-EMEA high value distributor [Nuvias](#) Group. He will focus on transforming the delivery of services at Nuvias, utilising and enhancing current distribution routes to enable further channel adoption of cloud and annuity-based models.



Roe has over 20 years' proven experience in qualifying, creating, selling and delivering profitable data centre, ASP, SaaS, IaaS, cloud and outsourced ICT business solutions into SMB and enterprise markets. He was instrumental in founding and developing the UK and MEA Software as a Service (SaaS) and cloud marketplaces.

Roe has held global channel, service transformation and cloud enablement leadership positions, working on both vendor and reseller transformation, as well as working at major software companies such as Odia, Microsoft and Oracle. He has previously led 'Buy & Build' service acquisition strategies for venture capital backed

businesses, and has created customer-success driven organisations with double digit business growth.

Over the last ten years, he has focussed on enabling cloud services across the Middle East, Africa and Australia. This includes being engaged by sovereign wealth funds and public companies in Qatar and the United Arab Emirates to transform their local data centre investments into locally delivered, secure and scalable cloud service businesses.

“I am really excited about bringing my years of experience in developing market-leading cloud and managed services to Nuvias and its channel and vendor partners,” said Roe. “Having held senior leadership positions with both IT vendors and resellers, I believe I can bring a global view of the service opportunities that are available. My focus is very much on customer success through developing and delivering innovative support and partner enablement services.”

Paul Eccleston, CEO of Nuvias, said: “We are delighted that Karl has chosen to join Nuvias Group. Karl brings a unique blend of skills and experience to our business, with a strong background in traditional services, consulting, integration and engineering, coupled with unparalleled experience of assisting channel partners and vendors build and transition to cloud services. Karl has held key service and cloud roles throughout EMEA and APAC, and has invaluable experience in building services fit for all parts of the market. With a strong focus and track record on delivering customer success, Karl will be instrumental in helping Nuvias deliver new levels of business value to all our partners.”

Channel Partner of the Year award

Nuvias Group ([Wick Hill](#)) also announces it has won *Cloud Hosting's* ‘Channel Partner of the Year’ award 2016. Barry Mattacott, marketing director cyber security for Nuvias, commented: “With cloud services becoming ever more important to our lives and businesses, we are particularly pleased to have been voted Channel Partner of the Year at the *Cloud Hosting* awards. This is particularly satisfying as these awards are voted for by *Cloud Hosting* readers. The award win shows Nuvias’ (Wick Hill’s) commitment to delivering and supporting cloud-based solutions and services through 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 today consists of [Wick Hill](#), an award-winning, value-added distributor with a strong specialisation in security; [Zycko](#), an award-winning, specialist EMEA distributor, with a focus on advanced networking; and [SIPHON](#) Networks, an award-winning UC solutions and technology integrator for the channel. All three companies have proven experience at providing innovative technology solutions from world-class vendors, and delivering market growth for vendor partners and customers. The

Group has seventeen regional offices across EMEA, as well as serving additional countries through those offices. Turnover is in excess of US\$ 330 million.

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