



## **Zycko, Part of the Nuvias Group, Wins Double EMEA award at 2016 Lifesize Partner Conference in Lisbon, Portugal**

London, England: 22. November 2016 – Zycko, part of the Nuvias Group, an international specialist distributor of innovative, best-in-class IT solutions, has been recognised by [Lifesize](#)<sup>®</sup>, a global innovator of video conferencing technology, as the **EMEA Distributor of the Year 2016** and the **EMEA Marketing Partner 2016**.

“Our partners bring tremendous value to Lifesize,” said Craig Malloy, CEO at Lifesize. “We are proud to honour our long-term partner Zycko, a Nuvias group company, with these two awards to commend the consistent services and marketing quality it provides to the reseller channel, and ultimately the exceptional momentum it has made in increasing workplace productivity to organisations of any size.”

David Galton-Fenzi, CCO of Nuvias and CEO of Zycko, added: “To be once again recognised by Lifesize for our commitment and quality of service to our channel partners inspires us to continue to innovate and develop a world class portfolio of services, delivered consistently across EMEA. The recognition we have received is a reflection not only of our success but of our customers’ success and only goes to reinforce our teams’ true determination to making a difference.”

Zycko, part of the Nuvias Group, is building an inspirational customer success service model to support partners at every step of their development and offers demonstration facilities, accredited training, end-to-end marketing, extended technical support, a strong managed services portfolio, and logistics.

For more than a decade, Lifesize has been at the forefront of video collaboration, delivering high-quality solutions designed to bring people together. With a passion for driving relentless innovation and an obsession for customer success, Lifesize offers a video conferencing experience like no other – one that combines a best-in-class [cloud-based video communication application](#) with plug-and-play, easy-to-use [HD camera and phone systems](#) for any meeting room. Its award-winning technology covers web, audio and video communication, chat, recording and sharing, and also offers a standards-based integration with, for instance, Skype for Business. Lifesize utilises the IBM® Cloud network to traverse the globe with industry-leading performance, reliability and scalability covering the connectivity of its cloud-based service.

Lifesize’s success is inextricably linked to the growth and success of its global network of partners. To ensure all parties’ mutual success, Lifesize has recently launched a [new Partner Program](#) which offers an unmatched level of benefits to partners, including an SaaS-focused rewards program, improved deal protection, greater margins and refreshed training courses, to name but a few.

Honorees of the Lifesize 2016 EMEA Partner Awards were announced recently at the Lifesize EMEA Partner Conference in Lisbon, Portugal.

### **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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