



## **Nuvias (incorporating Zycko) Appointed Value Added Distributor in France by WatchGuard**

*WatchGuard aims for further growth in French market with appointment of value-added distributor Nuvias (incorporating Zycko)*

Paris, France: Wednesday, 3<sup>rd</sup> May 2017 - Nuvias Group has been appointed as a value-added distributor in France by WatchGuard Technologies, a leading provider of network security and secure Wi-Fi solutions. Nuvias (now incorporating advanced networking value-added distributor Zycko) will be working with WatchGuard to increase sales in France, by entering new markets and extending WatchGuard's reseller network.

This new agreement broadens the already successful relationship between WatchGuard and Nuvias in the UK, Germany, Austria and Benelux.

For Nuvias in France, the arrival of WatchGuard further strengthens its growing portfolio of security and advanced networking products with the likes of Arbor Networks, Malwarebytes and Riverbed.

Nuvias already works with over 400 channel partners across France and will increase that number during 2017, as well as doubling the size of its French team, adding more specialist IT security product managers, pre-sales and technical support staff. A new partner portal will also be launched, along with an aggressive marketing and lead generation campaign to kick-start the new relationship.

"This is great news for Nuvias and WatchGuard," said Patric Berger, Regional Vice-President for Southern Europe at Nuvias. "WatchGuard's multi-function, network security appliances offer unmatched price/performance with scalability to organisations in France from home offices up to large corporates, while its new end-point protection and secure Wi-Fi solutions open up exciting new markets for our French channel partners."

Pascal Le Digol, Country Manager France – CISSP, for WatchGuard, said: “Nuvias, first introduced WatchGuard into Europe almost 20 years ago (through Wick Hill, now part of Nuvias Group), and has won our EMEA ‘Distributor of the Year’ title six times, most recently in 2016. We see the potential for WatchGuard to grow further in the French market and are confident that the Nuvias team has the ability, organisation and support to help us make the most of that opportunity.”

### **WatchGuard solutions**

WatchGuard offers enterprise-level network security and performance at an affordable price. Customers benefit from best-of-breed security services in a single, easy-to-manage appliance, including APT Blocker, IPS, Gateway AV, WebBlocker, App Control, DLP, Reputation Enabled Defence, Mobile Security, Network Discovery and SpamBlocker, from market-leading vendors such as Websense, AVG, Kaspersky and Lastline. Its new endpoint solutions provide protection against the growing ransomware threat, while WatchGuard Dimension provides administrators with complete visibility and insight into threats at the perimeter.

### **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 21 regional offices across EMEA, as well as serving additional countries through those offices. Turnover is in excess of US\$ 350 million.

### **About WatchGuard Technologies, Inc.**

WatchGuard® Technologies, Inc. is a global leader in network security, providing best-in-class Unified Threat Management, Next Generation Firewall, secure Wi-Fi, and network intelligence products and services to more than 75,000 customers worldwide. The company’s mission is to make enterprise-grade security accessible to companies of all types and sizes through simplicity, making WatchGuard an ideal solution for Distributed Enterprises and SMBs. WatchGuard is headquartered in

Seattle, Washington, with offices throughout North America, Europe, Asia Pacific, and Latin America. To learn more, visit [WatchGuard.com](http://WatchGuard.com).

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