



Wick Hill Appointed As Samsung Distributor

Wick Hill Extends Portfolio to Cover Secure, Converged Solutions

Woking, Surrey: April 1st 2009 - Wick Hill has been appointed as a distributor for Samsung and will be selling Samsung's OfficeServ and Ubigate ranges. This appointment sees a significant step for Wick Hill, extending the company's portfolio into secure converged solutions.

Wick Hill is currently best known as a leading infrastructure and security VAD, with solutions covering security, performance, access, services and management. Vendors include Check Point, WatchGuard, Kaspersky Lab, Vasco, Allot and Barracuda. The company is well known for the quality of its support and marketing services, which it plans to bring to Samsung resellers.

Ian Kilpatrick, chairman Wick Hill Group, commented: "The National Gateway Security Survey 2008 indicated very strong growth in VoIP and a very high interest in purchasing security. With our expertise in security and our knowledge around VoIP, this is an ideal time for us to be entering the converged solutions market. We think Samsung has an excellent proposition, with its Ubigate and OfficeServ solutions, with 'hosted' options available."

Mark Ivens, senior marketing manager for Samsung, said: "Samsung is delighted to be working with Wick Hill, as they will significantly develop sales channel opportunities outside the existing distribution/reseller network."

Samsung's converged solution product range has never been stronger. It now encompasses four OfficeServ platforms, three Ubigate platforms, a wide range of applications and a portfolio of 'Hosted' solutions.

The Wick Hill team is keen to extend its product range and business development programme into areas that our products are ideally positioned to fill. Convergence isn't just something that happens to products, it's a process that will apply to vendors, channels and customers."

OfficeServ and Ubigate

The Samsung OfficeServ 7000 range allows all employees to access their desktop and corporate applications as well as fully featured voice capabilities, regardless of their location. It runs on an IP-based communications platform, letting companies deploy sophisticated and fully unified telephony applications, secure data communications infrastructure and policy driven networks.

Samsung's Ubigate range of business gateways provides multiple services in a single consolidated networking device, providing tightly integrated essential capabilities such as firewalls, VPNs, intrusion detection, IP telephony, compression, caching, Quality of Service (QoS) Stream and multi casting into a single, resilient and high performance platform.

About Wick Hill

Established in 1976, value added distributor Wick Hill specialises in secure infrastructure solutions. The company's portfolio covers security, performance, access, services and management. Wick Hill sources and delivers best-of-breed, easy-to-use solutions through its channel partners, providing customer support, implementation, technical services and authorised training courses.

The company works closely with vendors and its portfolio includes solutions from leading names such as WatchGuard, Check Point, VASCO, Allot and Kaspersky Lab. Wick Hill Ltd is part of Wick Hill Group, based in Woking, Surrey with sister offices in Hamburg. Users of products sourced through Wick Hill include most of the Times Top 1000 companies.

About Samsung

For over 70 years, SAMSUNG has been dedicated to making a better world through diverse businesses that today span advanced technology, semi-conductors, skyscrapers and plant construction, petrochemicals, fashion, medicine, finance, hotels, and more. Our flagship company, SAMSUNG Electronics, leads the global market in high tech electronics manufacturing and digital media. Through innovative, reliable products, and collaboration with our partners and customers, SAMSUNG is taking the world in imaginative new directions.

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