



nuvias

The Portfolio

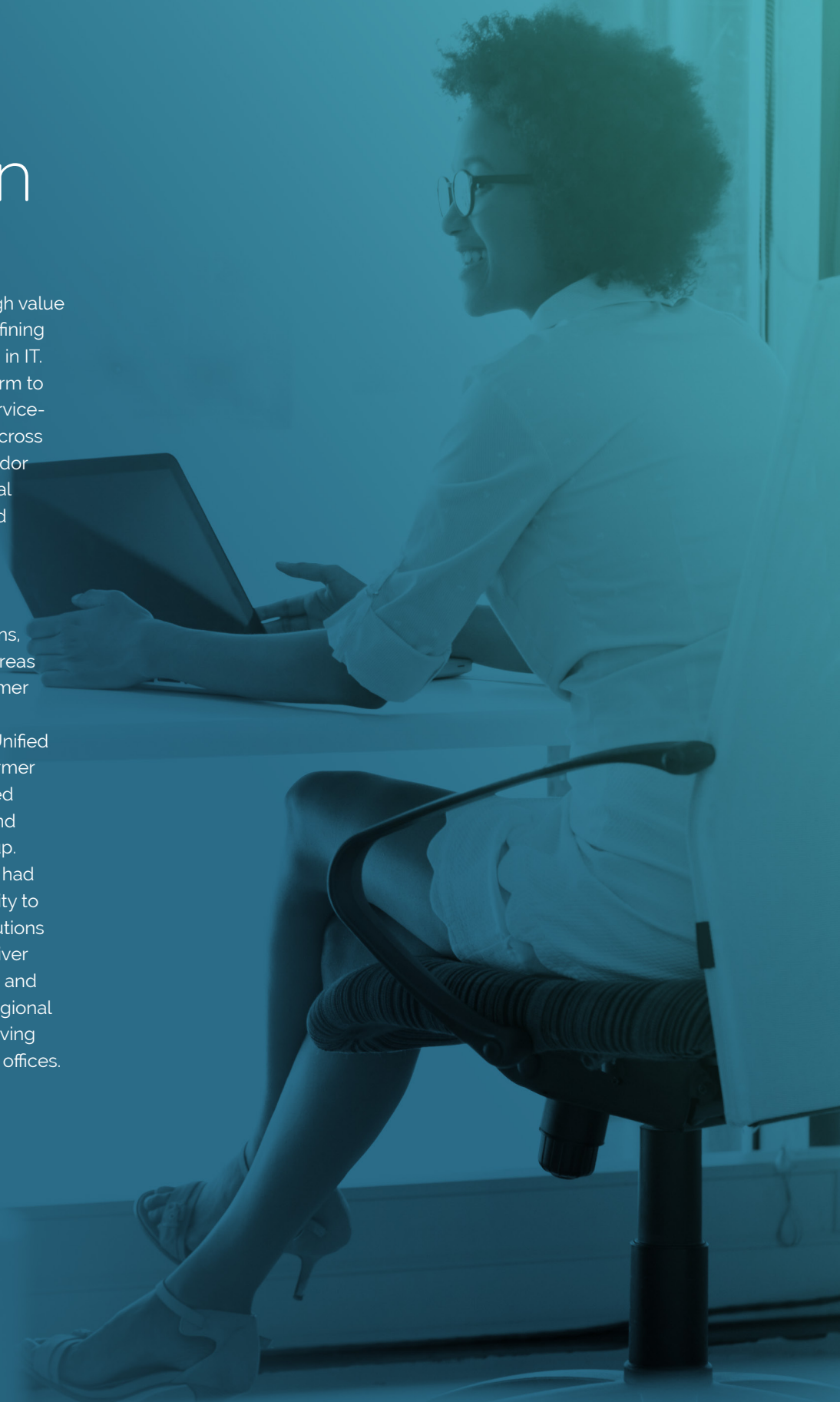
UK Vendors

Solution Defined Distribution

About Nuvias

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.

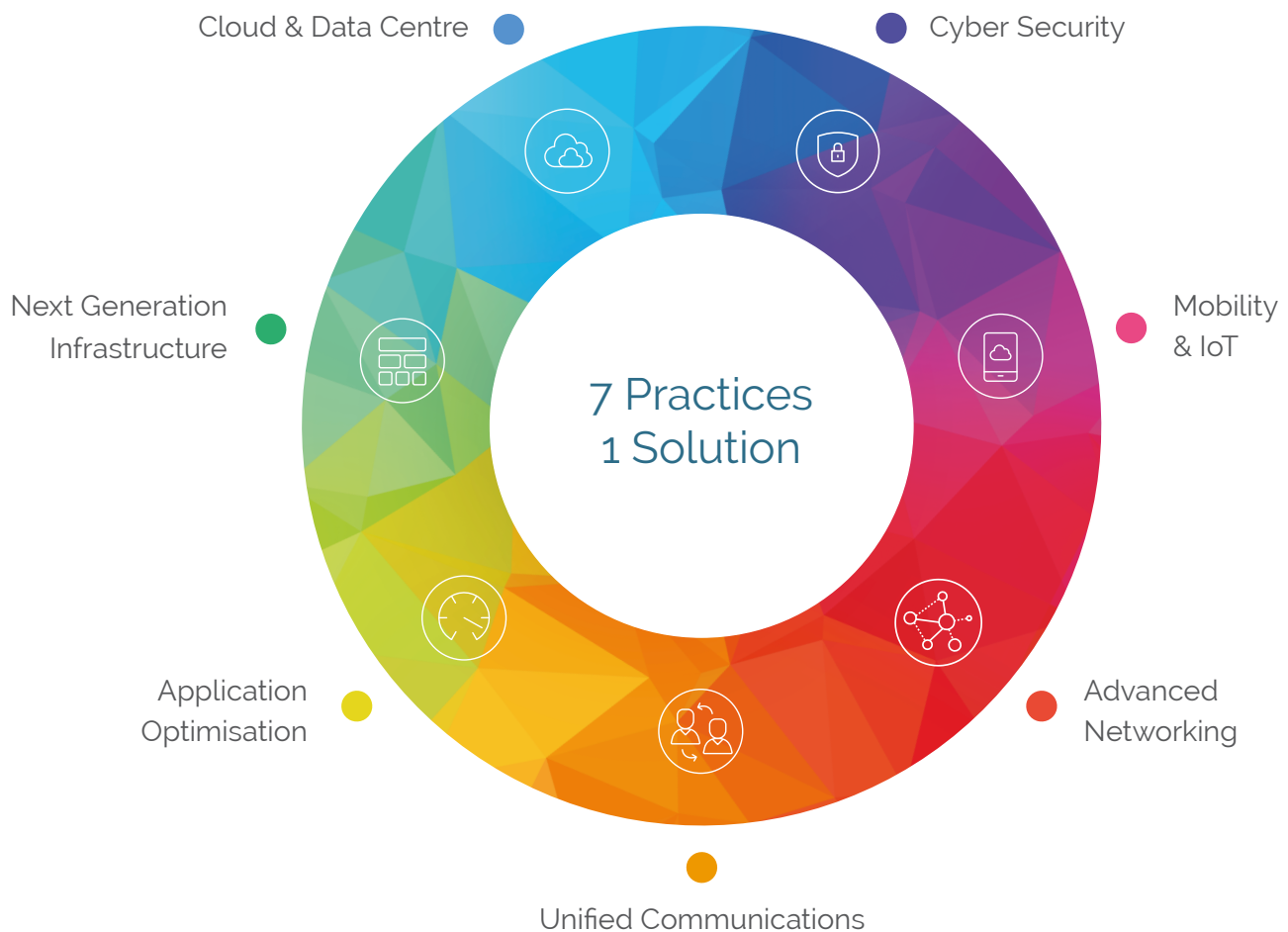
The Group's portfolio covers a comprehensive range of IT solutions, with the focus currently on three areas - Cyber Security (based on the former Wick Hill); Advanced Networking (based on the former Zycko) and Unified Communications (based on the former SIPHON). In July 2017, Nuvias added Benelux value 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.



Nuvias Practices

A specialist portfolio of best-in-class technologies and solutions

We've done the hard work knitting together solutions that genuinely deliver. Some of the best minds in the business work in our team – people whose job it is to look beyond the horizon and walk in the shoes of your customer. We're not talking about one or two experts either, we have assembled multi-national Practices focused on Systems Infrastructure, Advanced Networking, Application Optimisation, Unified Communications, and Cyber Security – covering all the things your customer is now exploring.



Using this guide

Each vendor has markers that denote which Practices they operate in. Circles shows they are represented within the area and squares shows they have hosted representation.

Available in this Practice

- | | |
|----------------------------------|-----------------------|
| ● Advanced Networking | ● Cloud & Data Centre |
| ● Unified Communications | ● Cyber Security |
| ● Application Optimisation | ● Mobility & IoT |
| ● Next Generation Infrastructure | |

Our vendors

Nuvias is dedicated to developing vendor partnerships focused on mutual success



Channel Connectivity without Compromise

AddOn is the world's largest provider of compatible network upgrades and connectivity products, offering compelling value to partners throughout the channel since 1999. AddOn Networks has launched their new dedicated channel brand in EMEA, which will replace the well-known ProLabs name that you may have previously purchased. AddOn provides improved quality, testing and brings additional years of experience to give first class service and experience to all new customers.

Practice Areas: ● ● ● ●

Countries: EMEA



Voice-enable UC solutions whether on-premise or in the cloud

Allot Communications is all about broadband traffic management solutions for intelligent networks. Designed for carriers, service providers, and enterprises, Allot solutions apply deep packet inspection (DPI) technology to transform broadband infrastructure into smart networks that achieve the fair distribution of bandwidth demanded by the market today.

Practice Areas: ● ● ● ●

Countries: UK



Voice-enable UC solutions whether on-premise or in the cloud

AudioCodes' market-proven VoIP product range includes session border controllers (SBCs), digital and analog media gateways, and IP phones. Together they help to simplify and accelerate Unified Communications (UC) projects and enhance the user experience of solutions from Microsoft, Avaya, Alcatel-Lucent, ShoreTel, and open-source solutions such as Asterisk.

Practice Areas: ●

Countries: EMEA



A world leader in security, application delivery and data protection

Barracuda Networks offers industry-leading solutions designed to solve mainstream IT problems – efficiently and cost-effectively. Their products span three distinct markets, including Network and Application Security, Email Security and Archiving Data Protection

Practice Areas: ● ● ● ● ● ● ●

Countries: Germany, Italy, UK, France, Austria

BlueJeans

Powerful meetings for the modern workplace

BlueJeans is all about productivity for the modern workplace. It brings video, audio, and web conferencing together using the collaboration tools people rely on every day. Delivered entirely through the cloud, BlueJeans is the first cloud service to truly connect desktops, mobile devices, and room systems into a single, unified video meeting platform.

Straightforward per-host pricing also offers welcomed predictability, flexibility, and scalability, so large or small, every one of your customers can start using the platform and see it grow with their needs.

Practice Areas: ●

Countries: EMEA



Simplifying communication and collaboration through the cloud

For nearly 20 years BroadSoft has been innovating around cloud PBX, Unified Communications, team collaboration, and contact centre solutions, designed for service providers and carriers to help individuals and teams to collaborate and communicate more effectively. Delivered through the cloud and completely mobile-integrated, all aspects of customer engagement and teamwork are improved.

Practice Areas: ●

Countries: EMEA



The world's largest pure play security vendor

Check Point first pioneered the IT security industry with FireWall-1 and its patented Stateful inspection technology, which is still the foundation for most network security technology today. Check Point continues to develop new innovations based on their Software Blade Architecture, providing customers with flexible and simple solutions that can be fully customised to meet the exact security needs of any organisation.

Practice Areas: ● ●

Countries: UK



The worldwide leader in networking for the internet

Cisco creates leading products and key technologies to make the Internet more useful and dynamic. These technologies include: advanced routing and switching, voice and video over IP, optical networking, wireless, storage networking, security, broadband, and content networking.

Practice Areas: ●

Countries: EMEA



Automated software

delivery for the enterprise

CloudBees is one of the global DevOps leaders and the #1 Jenkins sponsor. With the largest team of Jenkins-certified engineers anywhere in the world, they support and extend the industry's most popular open source continuous delivery automation solution to meet the needs of growing organisations.

Practice Areas: ●

Countries: EMEA



Intelligent solutions engineered for modern conferencing

Dolby Voice delivers a true breakthrough across every dimension of conferencing, supporting more effective teamwork and efficient decision making. Dolby hardware and software solutions overcome common conferencing audio challenges to make the meeting experience more productive for everyone.

Practice Areas: ●

Countries: EMEA



The smart workspace

Dropbox Business is more than just file sharing, it is the world's first smart workspace that helps people and teams focus on the work that matters. And as these technologies become increasingly adopted by businesses, driven from the likes of Microsoft, Google, Cisco and more, our channel partners can maximise on the additional revenue streams by adding Dropbox to their portfolios. As a channel partner, the Dropbox opportunity is huge with more than 500 million registered users, inside 8million businesses.

Practice Areas: ●

Countries: EMEA



Next-generation cloud-based recording solution

Harnessing the power of a native cloud platform, Dubber is ushering in a new wave of call recording software. Their innovative, scalable solutions surpass the capabilities of traditional call recording and are paving the way for exciting new applications and benefits. True Software-as-a-Service (SaaS), Dubber provides welcomed flexibility through a family of world-class products, without ever needing to invest in on-premise equipment.

Practice Areas: ●

Countries: EMEA



Stress-free backup storage

ExaGrid's hyperconverged secondary storage is an innovative, cost-effective, and scalable disk-based backup solution that works seamlessly with existing backup applications to minimise the amount of data stored by providing advanced data duplication. Their unique landing zone and scale-out architecture provides the fastest backups – it results in the shortest fixed backup window and the fastest restores.

Practice Areas: ●

Countries: UK



Human-centric cybersecurity

Forcepoint is driven by an understanding of human behaviour and intent. Their purpose-built innovative technology, decades of experience and clear vision help solve critical security issues to protect employees, business data and IP. Through 20 years of frontline experience, proactive and context-based technologies, and data-centric, integrated solutions, Forcepoint enables better decision-making and more efficient security at the human point for more than 20,000 government organisations and enterprises world-wide.

Practice Areas: ●

Countries: UK&I and DACH



Network visibility, fabric for the digital enterprise

Our market leading visibility solution spans the digital infrastructure and reliably provides access to rich and relevant network data. Ensure pervasive visibility for all your customers' security and performance tools. Our customers can deliver the required security, performance and customer experience needed to keep their businesses running fast, while staying secure..

Practice Areas: ● ●

Countries: UK&I, France, Germany

GitHub

Software development platform, built for developers

The very essence of DevOps process is empowering collaboration between teams of developers and the wider organisation to build better software, faster, however this can be challenging with many different people in different locations all contributing to the same project.

Practice Areas: ● ●

Countries: EMEA



Lighting the road to digital transformation

Huawei is a leading global provider of IT solutions. Driven by a commitment to sound operation, ongoing innovation, and open collaboration, they have established a competitive portfolio of end-to-end solutions in enterprise networks, devices, and cloud technology services.

Practice Areas: ● ●

Countries: UK



Beautifully simple video ready for every workplace thanks to ground-breaking technology and head-turning commercials.


Huddly has engineered a high-quality intelligent collaboration camera, but at a breakthrough price point. Huddly GO has pushed the boundaries of what a camera can be – blending beautiful design with remarkable functionality and user-friendly operation, all made possible by Huddly Vision – an intuitive software platform.

Practice Areas: ● ● ● ● ● ● ●

Countries: EMEA

We maintain and enhance specialisation to meet the needs of a modern channel





Nuvias practices represent many years of experience, highly skilled teams and long-established relationships with world-class vendors to meet the changing needs of customers and vendors alike.



Network solutions to connect, compete, and thrive in an ever-changing world

Juniper is a leader in network innovation – renowned for creating high-performance networks and security solutions that enable smarter, more efficient business processes, secure valuable assets, and help create better user experiences.

Practice Areas: ● ● ● ●

Countries: EMEA not Hungary or RO



Save and share any whiteboard

Use Kaptivo to improve whiteboard collaboration without changing the way you work. Kaptivo, a camera that attaches to any whiteboard, automatically saves images and shares content in real time. Designed for educational institutions and enterprises who wish to integrate whiteboard live-streaming into dedicated video systems in the classroom or office.

Practice Areas: ●

Countries: EMEA



Multi-layered security for business

Modern security posture is evolving into a multi-layered approach to fight known, unknown, and advanced threats. By addressing threats at every level of the IT infrastructure, multi-layered security reduces the likelihood of attack success. Should a defence breach, there is always another to stand in the way of an assault. Kaspersky solutions are designed with the flexibility to align with your customers' business objectives. Always on standby, they protect physical and virtual endpoints, mobile devices, mail systems, servers, gateways, SharePoint portals; practically anything that might present vulnerability.

Practice Areas: ● ● ●

Countries: Germany, Austria, Poland, UK, Benelux



Informed employees make smarter security decisions

KnowBe4's security training is designed to give your customer the knowledge and awareness to avoid becoming the victim of common malicious attacks such as email phishing, social engineering, and ransomware attacks. They also offer solutions that simulate Phishing Security Tests (PST). They can be scheduled as frequently as necessary to keep staff switched-on, and they provide instant remedial online training should an employee fall for a simulated phishing attack.

Practice Areas: ●

Countries: UK



Video, audio, and web conferencing solutions that make any meeting better

Lifesize understands the power of connecting people to make the workplace great. For more than a decade, they have been at the forefront of video conferencing and collaboration, delivering high-quality solutions designed to bring people together. Lifesize combines a best-in-class, cloud-based conferencing experience with award-winning, easy-to-use cameras and HD phones that are designed for any conference or huddle room.

Practice Areas: ● ●

Countries: EMEA



Pioneer of Power-over-Ethernet (PoE) technology

Power-over-Ethernet (PoE) means passing both an electrical current and data through an Ethernet cable. Devices which are PoE compatible means they can connect to a data network and a power source through the same Ethernet cable. It presents lots of advantages including consolidating cables, saving on the cost of additional power sockets, re-purposing existing cable networks, and simple, safe installation

Practice Areas: ● ● ● ●

Countries: EMEA but not MEA



The worlds' first AI-driven wireless platform

Mist Systems, now a Juniper company, built the first AI-driven wireless platform with the world's first virtual IT assistant. Mist makes Wi-Fi predictable, reliable and measurable by providing unprecedented visibility into the user experience and by replacing time consuming manual IT tasks with proactive automation.

Practice Areas: ● ●

Countries: EMEA



World Leader in DDoS Protection

Arbor Networks is a global leader in network security. Their technology is deployed in 70% of service provider networks globally, including 90% of tier one operators. Using their knowledge and experience of protecting the world's leading service providers, Arbor has developed a range of solutions designed for SMBs through to large global corporations.

Practice Areas: ● ● ●

Countries: EMEA



Testing you can trust

NetAlly began in 1993 by creating the world's first hand-held network analyser – the LANMeter® – and have continued as industry pacesetters ever since, first under Fluke Networks® then NETSCOUT®. Our leading-edge tools work hard to get the job done fast. NetAlly continues to set the standard for portable network testing. They are a company founded by engineers, passionate about innovation, and motivated by one purpose: to create the best test equipment possible, designed with your success in mind.

Practice Areas: ● ● ●

Countries: EMEA



A world-leading provider of connectivity solutions

Nokia is a world-leading provider of connectivity solutions to enterprises, telco operators, and government organisations globally.

Practice Areas: ● ● ● ● ● ● ●

Countries: EMEA



The next-generation Software-defined Networking platform has arrived

Nuage Networks from Nokia provides a cohesive Software-defined Networking (SDN) management solution that spans end-to-end infrastructure, covering multiple data centres, clouds, and branch networks – converging mixed vendor environments into one unified platform.

Practice Areas: ● ● ●

Countries: EMEA



One source for all of your IAM needs

One Identity solutions eliminate the complexities and time-consuming processes often required to govern identities, manage privileged accounts and control access. With their solutions, you can enhance your organisation's agility while you address IAM, PAM, SSO or IG challenges from on-premises, cloud and hybrid environments. One Identity helps organisations optimise identity and access management (IAM). Their combination of offerings, including a portfolio of identity governance, access management, privileged management and identity as a service solutions, enables organisations to achieve their full potential – unimpeded by security, yet safeguarded against threats.

Practice Areas: ●

Countries: EMEA



Delivering trust to the digital world

VASCO is a global leader in trusted security with two-factor authentication, transaction data signing, document e-signature, and identity management solutions designed for businesses of every kind.

Practice Areas: ● ● ● ●

Countries: EMEA



Powerful communication solutions that build competitive advantage

To thrive in the NOW Economy, businesses need to be always-on, ready to connect staff and customers, and ready to deliver digital innovation to stay one step ahead. Oracle Communications' infrastructure provides a highly secure, agile, and cost-effective foundation for delivering real-time Internet Protocol (IP) communications services across private and public networks.

Practice Areas: ● ● ● ● ● ● ●

Countries: EMEA



An unprecedented range of IP phones engineered ready for UC

Panasonic has created a comprehensive line-up of Internet Protocol (IP) phones to suit all types of business. As the appetite for Unified Communications (UC) solutions grows, endpoint technology plays a significant role in ensuring the full capabilities of this investment are exposed.

Practice Areas: ●

Countries: EMEA



Transform collaboration with the power of video

Using Polycom technology, help your customers make video part of how they collaborate and in turn reduce costs and make teams more productive, even when they're separated by distance.

Practice Areas: ●

Countries: UK



Voice solutions that make every call count

Voice remains a business-critical part of any organisation, no matter how big or small, and isn't set to change anytime soon. Most knowledge workers need a phone to function and many of them need to work together, therefore requiring access to audio-conferencing systems. Using Poly voice solutions, teams can communicate and collaborate more effectively in the office and on-the-go. By enhancing every phone call and making sure everyone involved can hear clearly and fully participate, communication and collaboration becomes a more natural experience.

Practice Areas: ● ●

Countries: EMEA



Challenging OEM dominance with superior products and services

ProLabs is a leading provider of optical network infrastructure. By delivering superior products, exceptional service, innovative technology, and better commercial value, the company is changing the mindset of data centre and networking customers globally.

Practice Areas: ● ●

Countries: EMEA

Nuvias is all about building a new kind of distributor with a desire to create a new kind of channel.



Secure Access for the Next Generation

Pulse Secure vADC solutions provide fast, reliable application delivery across your virtual and cloud platforms at massive scale. Automated application delivery and centralized management speed up and simplify service deployment, while application-level security protects your business.

Practice Areas: ● ●

Countries: EMEA



The Application Performance Company

Riverbed's Application Performance Platform is an integrated family of powerful tools designed to detect and fix application performance issues and reveal how users are interacting with and consuming applications. Together they provide valuable insight that helps IT teams optimise application performance and build application strategies more closely aligned to business need.

Practice Areas: ● ● ● ● ● ●

Countries: All but MEA



SENNHEISER

Professional Headsets and Conference Solutions

For over 70 years the name Sennheiser has been synonymous with innovation and the highest quality products across all areas of sound recording, transmission and reproduction - and these fit well into the Nuvias Unified Communications Practice. Headset, speakerphone, meetings and online conferencing solutions are compatible with Nuvias' video conferencing platforms such as Lifesize and BlueJeans, as well as being Skype for Business and BroadSoft certified.

Practice Areas: ●

Countries: UK&I



Real-time network traffic intelligence for superior application performance

As businesses undergo digital transformation, they rely on the foundation of a high performing network to handle more data, more complexity and more mobility. Powered by real time network traffic intelligence, Sinefa provides enterprise-wide insights and control to help businesses drive their digital experience and transformation.

Practice Areas: ●

Countries: EMEA



A leading provider of optical networking solutions

Smartoptics designs and enhances existing optical fibre optic networks through CWDM and DWDM based solutions. It's a technology that increases bandwidth by sending different data streams at different frequencies over a single dark fibre network. The Smartoptics solution focuses on providing simple and cost effective enterprise grade solutions instead of complicated telecom grade solutions that are over the top in terms of price and complexity.

Practice Areas: ●

Countries: EMEA



Pioneering Software-defined WAN (SD-WAN) innovation

Reliable Software-defined WAN (SD-WAN) technology, engineering the branch office and edge network for maximum business impact, superior application performance, and network resiliency.

Practice Areas: ● ●

Countries: EMEA



Tintri puts the agility of public cloud into the data centre

Tintri's all-flash architecture uses building blocks similar to public cloud to simply manage enterprise and cloud-native applications.

Practice Areas: ● ● ●

Countries: EMEA



SD-WAN visionary with integrated security

Versa's SD-WAN solution combines full multi-tenancy, multiple deployment options, zero-touch provisioning and multi-cloud extensibility to enable solution providers to create high value NFV-based managed service offerings. Additional benefits also include resilient connectivity and critical security functions like next-generation firewall and secure web gateway that automatically integrate with other networking functions.

Practice Areas: ● ● ● ●

Countries: EMEA



Fast, powerful, and easy-to-manage endpoint protection

Powered by next-generation machine learning, one of the largest threat intelligence clouds, and real-time behaviour monitoring, VIPRE enables partners to sell the most robust, easy-to-use security solution to defend your customers from ransomware, zero-day attacks, phishing, and other malware threats that easily evade traditional antiviruses.

Practice Areas: ●

Countries: UK



Applications and infrastructure perform better together

Virtana help your customers to simplify their hybrid IT infrastructure management, while offering comprehensive infrastructure monitoring and workload performance analytics.

Practice Areas: ● ● ●

Countries: EMEA



Smart security, simply done

With industry-leading network security, secure Wi-Fi, and network intelligence products and services, WatchGuard enables more than 80,000 customers from around the globe to protect their most important assets in a world where the cyber security landscape is constantly evolving.

Practice Areas: ● ● ● ●

Countries: Germany, Austria, France, UK, Benelux



Powering easy communication and easy collaboration

Organisations of all sizes want to realise the cost and efficiency benefits of using Voice over Internet Protocol (VoIP) and Session Initiation Protocol (SIP), to replace legacy phone services and complement their Unified Communications solutions (UC).

Since 2001 Yealink has designed and developed a comprehensive portfolio of voice communication solutions that enhance workplace productivity. Today, their products are shipped to more than 100 countries worldwide and they are the world's second-largest SIP phone provider.

Practice Areas: ●

Countries: EMEA

We've crafted together the resource, knowledge, and capability we think you'll value most. We've carefully identified where we can work with our partners to help you succeed, offering welcomed collaboration in every aspect of your business.

Training/Accredited training

Get skilled up and ready to grow

Nuvias delivers a wide selection of professional, value-added training programmes for our partners and their customers. In addition, through our accredited training centres, we offer various technical curriculums aligned with the vendors you sell to help expand the knowledge of your own team, or to assist your customers with getting more from their investment in technology. As acquired knowledge is put into practice, there's always an expert to turn back to for guidance.

Channel marketing

It's time to give your marketing an edge

Nuvias has an experienced team of in-house IT marketing specialists ready to help you grow your business by generating demand and ensuring your marketing stands out from the crowd.

With skills covering campaign creation, creative design and digital media, we deliver bespoke activities that complement and support your marketing strategy, plus lead our own initiatives to capture new markets on behalf of our partners. We have the expertise, resource and ideas that produce real results.

Partner Enablement Portal (PEP)

Meet our award-winning marketing acceleration platform

The Nuvias Partner Enablement Portal (PEP) is designed to simplify and accelerate the marketing process to help our partners get the most out of their marketing activities and generate better return on investment.

Included in the portal is a host of useful resources including co-brandable campaigns and collateral, email broadcast capability, rich analytics to tune your activity, our lead management tool, and content to power your online engagement. You can now generate more business with zero-cost smarter marketing.

To date, our partners have sent more than 1 million messages to their end-user customers via PEP, helping to share exciting new propositions and generate qualified opportunities.

Technical resource

All the technical expertise, knowledge, and resource is ready and waiting for your next opportunity

Nuvias partners can engage directly with our Solution Architecture and Solution Engineering teams to obtain advice and guidance, along with formal support to design and build solutions.

Our teams have extensive experience delivering high-value, high-margin solutions closely matched to customer-specific outcomes.

Solution Engineering Hub

Seeing is believing

There's no substitute for seeing a solution working for real. That's why as part of our Technical Partner Enablement Services, we have built the Solution Engineering Hub. A cloud-enabled demonstration facility that provides cloud, virtual and physical environments in which to perform product evaluations and demonstrations to your customers using Nuvias-engineered and assured solutions.

Support

Accredited support meets local knowledge

Our Support Services are operated around the clock, 365 days a year. Naturally, different technologies require different support levels. So, we operate highly scalable regional and local Support Practices plus product-based Centres of Excellence where Partner Support Analysts are focused on specific products, solutions and geographies. This allows us to deliver accredited in-country support using local knowledge and native speakers.

Finance

When you succeed, we succeed

We know how important financial support is to the growth of your business. The support Nuvias offers to our partners extends beyond just technology and solutions. We understand that finance is critical to the growth of your business. We appreciate that good cashflow and securing credit is all part of the commercial juggling act you face every day.



Our global presence



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