

HPE Appoints Infinigate UK as Specialist Distributor for HPE Networking Portfolio

Tuesday 25 August, 2026

Infinigate UK will provide channel partners with access to the combined HPE Networking portfolio, supported by local market expertise, technical services and partner enablement.

London, UK – 25 August 2026 – Infinigate UK, a leading technology platform and trusted advisor in cybersecurity, cloud and network infrastructure, has been appointed by [HPE](#) as a specialist value-added distributor for the HPE Networking portfolio in the UK. The appointment enables UK channel partners to access HPE Networking solutions, including HPE Aruba Networking and HPE Juniper Networking, through Infinigate's specialist distribution, technical support and partner services.

Key facts: HPE has appointed Infinigate UK as a specialist value-added distributor for HPE Networking in the UK; Infinigate UK will support access to the combined HPE Aruba Networking and HPE Juniper Networking portfolio; the collaboration is designed to help channel partners deliver AI-native, secure and resilient networking solutions for customers.

HPE selected Infinigate UK for its track record as a value-added distributor, its specialist focus on AI Networking and Security, and its established UK channel reach. Infinigate's experience as a leading UK distributor for Juniper Networks, now HPE Juniper Networking, gives partners access to skills developed across enterprise networking, secure connectivity, cloud-managed networking and AI-driven network operations.

Charlie Tunley, Channel & Partner Ecosystem Director, UKIMEA, HPE, said: "Infinigate's networking and security expertise, combined with its partner-first approach and strong UK channel track record, makes it an important specialist distributor for HPE Networking. Together, we're making it easier for UK partners to access our combined capabilities and deliver AI-native, resilient networks that improve security, operational efficiency and customer outcomes."

For organisations modernising network infrastructure, HPE Networking brings together AI-native networking, self-driving operations, secure connectivity and visibility across complex IT environments. Infinigate UK will help resellers position these capabilities for customers seeking simpler network management, stronger security and improved digital experiences.

Justin Griffiths, RVP UKI and ANZ at Infinigate, commented: "This expanded collaboration creates a compelling growth opportunity for Infinigate and our channel partners. By combining our channel expertise with HPE's innovation, we can help partners enable customers to realise the value of AI-driven, self-managing networks — accelerating transformation and simplifying operations."

Daniel Dickson, Group Business Development Director at Infinigate, said: "We are honoured to have been selected and to have the opportunity to build a successful collaboration with HPE. Our experience in supporting HPE Juniper Networking, combined with our specialist focus on AI Networking and Security, uniquely positions us to help partners capitalise on growing demand for leading-edge, secure networking solutions. Through enablement, technical expertise and services, we help accelerate partner adoption of HPE Networking technologies and support HPE's ambition to shape the next era of networking."

The appointment is relevant for UK channel partners, resellers and managed service providers looking to expand their secure networking offering with HPE Networking products and services. It also supports customers investing in AI-ready infrastructure, cloud connectivity, campus networking, data centre networking and operational automation.

Infinigate UK will support HPE Networking partners with logistics, partner services, professional and lifecycle services, partner enablement, and pre- and post-sales support. These services are designed to help partners onboard quickly, build technical capability and deliver HPE Networking solutions effectively across customer environments.

###

About the Infinigate Group

Media:



Related Sectors:

Computing & Telecoms ::

Related Keywords:

Resellers :: IT Distribution :: IT Channel :: Cybersecurity :: Cyber Threat :: VAD :: Network Security ::

Scan Me:



The Infinigate Group, the leading technology platform and trusted advisor in cybersecurity, cloud and network infrastructure, stands apart for its deep technical expertise and its ability to deliver locally tailored solutions and services to SMB and enterprise customers across EMEA and ANZ. Supported by a strong central supply chain and an extensive portfolio of leading-edge solutions, Infinigate helps vendors and channel partners accelerate growth.

For further information, please visit www.infinigate.com

Company Contact:

Infinigate Group

T. 07741149367

E. orietta.sutherland@infinigate.com

W. <https://www.infinigate.com/>

Additional Contact(s):

markus.drewes@infinigate.com

View Online

Additional Assets:

Newsroom: Visit our Newsroom for all the latest stories:

<https://www.infinigategroup.pressat.co.uk>