Infinigate France appointed as a specialist distributor for HPE Networking portfolio

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Drawing on its knowledge of the French market, technical expertise and partner enablement programmes, Infinigate France will help partners grow their businesses across the full HPE Networking portfolio.

Paris, France – 29 October 2026 – Drawing on its expertise in value-added distribution and its knowledge of the networking and cybersecurity market, Infinigate France has been appointed specialist distributor for HPE Networking in France. This new collaboration strengthens the support Infinigate provides to its partners in networking, security and AI.

The appointment gives channel partners in France access to the full range of HPE Networking portfolio, including **HPE Aruba Networking** and **HPE Juniper Networking** solutions, backed by Infinigate's expertise in specialist distribution, technical support and dedicated partner services.

Key points

- Infinigate France was appointed as a specialist value-added distributor for **HPE Networking** in France.
- Infinigate France will facilitate partner access to the combined **HPE Aruba Networking** and **HPE Juniper Networking** portfolio.
- The collaboration will enable channel partners to offer their customers networking solutions that are **secure, resilient and designed to meet the demands of AI**.

Infinigate France was selected for its proven track record as a value-added distributor, its specialist expertise in **AI networking and security**, and its established presence among channel partners in France.

Infinigate's experience as a leading distributor of **Juniper Networks**, now **HPE Juniper Networking**, gives partners access to expertise developed in enterprise networking, secure connectivity, cloud-managed networking and AI-driven network operations.

Romeo Carreira, Channel Manager & Distribution Leader, HPE France, said: "Infinigate was selected following the RFI on the strength of its networking and security expertise, its strong partner focus and its in-depth knowledge of the French channel market."

For businesses looking to modernise their network infrastructure, **HPE Networking** brings together technologies designed for AI, automated operations management, secure connectivity and comprehensive visibility across complex IT environments.

Infinigate France will support its partners in demonstrating the value of these solutions to their customers, particularly in simplifying network management, strengthening security and improving performance.

Yannick Bourque, Managing Director, Infinigate France, commented: "This expanded collaboration represents a significant growth opportunity for Infinigate and our channel partners. By combining our channel expertise with HPE's innovation, we can help our partners and their customers realise the full potential of AI-driven, self-managing networks, while accelerating their transformation and simplifying their operations.

"Through our partner enablement programmes, technical expertise and services, we are helping to accelerate partners' adoption of HPE Networking technologies and supporting HPE's ambition to shape the next generation of networking."

Daniel Dickson, Group Business Development Director at Infinigate, added: "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 expertise in AI networking and security, puts us in a unique position to help partners meet the growing demand for

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secure, cutting-edge networking solutions.”

The collaboration is aimed at **channel partners, resellers and managed service providers (MSPs) in France**
looking to expand their secure networking offering with **HPE Networking**
products and services. It also addresses the needs of businesses investing in **AI-ready**
infrastructure, cloud connectivity, campus and data centre networks, and operational automation.

Infinigate France will provide HPE Networking partners with comprehensive support spanning logistics, professional services, technical support, and pre- and post-sales assistance. Training and partner enablement programmes will also help partners develop their skills and expertise in HPE Networking solutions.

This support will enable partners to get started quickly, strengthen their technical capabilities and deploy HPE Networking solutions effectively for their customers.

About the Infinigate Group

The Infinigate Group, the leading technology platform and trusted advisor in Cybersecurity, Cloud & Network Infrastructure sets itself apart for its deep technical expertise, delivering locally tailored solutions and services to SMB and enterprise customers across EMEA and ANZ. Relying on a strong central supply chain and an extensive portfolio of leading-edge solutions, Infinigate sparks growth for vendor and channel partners.

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