Top performing partners recognised in third annual Becrypt Partner Awards

Thursday 15 May, 2014

London, UK, 15 May, 2014 – At a reception held on the first day of InfoSec Europe Becrypt awarded honours to eleven of its top performing channel partners. The Awards covered distributors, value added resellers and hardware partnerships, highlighting the most successful, the most innovative and, most importantly, celebrated the best in delivering great customer service.

Bernard Parsons, CEO of Becrypt who presented the awards to the winners commented; “As Becrypt works exclusively through the channel we are keen to show our recognition and gratitude for the commitment from our most promising and successful partners. We also want to highlight those that provide an excellent customer experience as this is key to maintaining our brand within the marketplace. The achievements of the award winners certainly grow each year and this year has been no exception, every award has been thoroughly deserved.”

Partner Award for Best Performing Distributor goes to Wick Hill
Ian Kilpatrick, Chairman Wick Hill Group, specialists in secure IP infrastructure solutions stated; "We are delighted to have won this award, in the first year of our relationship. Our success is due to a great product and great teams on both sides. We must give particular thanks to James Taylor, who heads up our Becrypt team, for exceptional achievements with our channel partners."

Partner Award for Largest Deployment of Secure Remote Access Solution, tVolution, goes to Fujitsu.
Stafford Bond, Fujitsu’s CTO on the account said; “We’re delighted with this recognition from Becrypt. Working together we’ve been able to deliver significant benefits to our customer, improving user workstation start-up and shutdown times whilst reducing their carbon footprint without the need to replace the existing hardware. Our longstanding and hugely successful partnership with Becrypt and their continued commitment and support was a major contributor to the success of the program delivering the very best level of service together with the best in breed software, products and solutions, helping position us as one of the leading providers of managed and professional security services and solutions in the UK.”

Partner Award for Best Performing Platinum VAR goes to SBL (Software Box Ltd)
“We’re proud of our Becrypt Platinum Partner status and continue to work closely to provide our joint customers with solutions, services and product training. Becrypt is a key element of our security portfolio, helping our clients to work more securely and efficiently.” Natalie Murray, Marketing & Alliances Manager at SBL.

Partner Award for Service Delivery Enablement goes to SCC
James Rigby, CEO at SCC said; “SCC is delighted to receive this prestigious award from Becrypt – our second in as many years. The last 12 months has seen our working relationship strengthen further, and we look forward to continuing a trusted partnership.”

Partner Award for Best Partner Experience goes to Softcat
Grant Davey, Senior Security & Network Consultant, Public Sector Team leader at Softcat commented; “Softcat are very excited about the new partnership with Becrypt as part of our public sector solution set. It is refreshing to work with a likeminded British based vendor in this space, and offers a wealth of opportunity for both parties. Becrypt’s inclusion into our G-Cloud offering is equally intriguing and should be a great success story. Softcat were very pleased to have been selected from all of Becrypt’s partners as the preferred Reseller to launch this into that market space. I feel with all the good work so far, in a short period, that the relationship will continue to flourish well into the future.”

Partner Award for Best Emerging Partner goes to Phoenix Software.
“As one of the UK’s leading value-added resellers into the public sector, we are doing some great work in many of our key accounts with Becrypt. We are delighted to have had our success acknowledged in this way and are looking forward to continuing to work with Becrypt,” stated Sam Mudd, Director, Phoenix Software Ltd

Partner Award for Largest Single Deal goes to CGI
Stuart Tares, Lead Infrastructure Design Authority at CGI stated; “Becrypt are a responsive and focused

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partner with a knowledgeable team. We are delighted to have won this award and look forward to continuing to jointly deliver to our clients."

Manufacturer Award for Emerging Distribution Partner goes to Toshiba
The partnership with Becrypt allows Toshiba to provide complementary support to businesses looking to embrace more mobile ways of working. Jeff Willis, Director B2B Solutions Europe at Toshiba, said: "We're very pleased with this award and value our partnership with Becrypt enormously. Helping users benefit from increased mobility is a key priority for Toshiba, and Becrypt allows us to break down a crucial barrier preventing many companies from embracing it, offering peace of mind through essential solutions around end-point and data security."

Manufacturer Award for New Emerging Manufacturer goes to Toughshield
Merrick Edwards, CEO of Toughshield said; "We are very proud to receive this award. Becrypt is highly respected in the field of encryption with enormous pedigree. We look forward to building on our relationship with Becrypt and developing a wider range of world class rugged devices and secure solutions."

Manufacturer Award for Excellence in Collaboration goes to Panasonic
John Harris, Engineering General Manager at Panasonic Computer Products Solutions said; "We are delighted to receive this award. Working closely with Becrypt we have been able to bring the productivity benefits and flexibility of our leading range of rugged notebooks and tablets to some of the most security conscious organisations in the world. We look forward to our successful, continued collaboration."

Manufacturer Award for Excellence in Innovation in Secure Android goes to Getac
Rugged computer manufacturer Getac is honoured to win the Manufacturer Award for Excellence in Innovation in Secure Android, for its Z710 Titan tablet supported by Becrypt's Titan software. Peter Molyneux, Getac UK President, says: "Our partnership with Becrypt enables us both to offer best in class hardware and software combined. This award is welcome recognition of our engineering collaboration to provide sectors such as the military, utilities and security services, a complete Android secure solution they need to conduct their work securely."

For more information about becoming a Becrypt partner please contact emeapartners@becrypt.com or visit: www.becrypt.com/partners

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NOTES TO EDITORS

About CGI
Founded in 1976, CGI is a global IT and business process services provider delivering business consulting, systems integration and outsourcing services. With 72,000 professionals operating in 400 offices in 40 countries, CGI fosters local accountability for client success while bringing global delivery capabilities to clients' front doors. CGI applies a disciplined and creative approach to achieve an industry-leading track record of on-time, on-budget projects and to help clients leverage current investments while adopting new technology and business strategies. As a result of this approach, our average client satisfaction score for the past 10 years has measured consistently higher than 9 out of 10. For more information visit: www.cgi.com

About Fujitsu UK & Ireland
Fujitsu UK & Ireland is a leading IT systems, services and products company employing over 10,100 people with an annual revenue of £1.6 billion. Additionally, Fujitsu's other operations in the UK bring its total employee numbers to over 14,000 and its total revenues to £1.8 billion. Its business is in enabling its customers to realise their objectives by exploiting information technology through its integrated product and service portfolio. This includes consulting, applications, systems integration, managed services and product for customers in the private and public sectors including retail, financial services, telecoms, government, defence and consumer sectors. For more information, please see: http://uk.fujitsu.com

About Getac
Getac Technology Corporation, a key subsidiary of MiTAC-Synnex Business Group (2013 consolidated revenue 26.4 billion USD), was established in 1989 as a joint venture with GE Aerospace to supply defence electronic products. Getac's business coverage includes; rugged notebooks, rugged tablet PCs and rugged handheld devices for military, police, government, communications, manufacturing and transportation applications ranging from fully rugged to commercial-grade rugged. Getac's strong R&D capabilities allow it to provide a high level of customisation and all-aspect hardware-software integration

solutions. For more information visit: http://www.getac.co.uk

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About Panasonic
Panasonic Computer Product Solutions helps mobile workforces improve productivity with its range of leading Toughbook rugged notebooks, Toughpad business tablets and electronic point of sales (EPOS) systems. Panasonic Toughbook had 63.3% unit share of the European rugged and durable notebook market and a 29.2% unit share of the rugged business tablet market in 2012 (VDC, March 2013).
For more information about Panasonic, please visit the company's website at www.toughbook.eu

About Phoenix Software
Phoenix Software specialises in end-to-end IT infrastructure solutions including Software Asset Management, software licensing, hardware and devices, cloud services, data storage, data centre infrastructure management, enterprise software, servers, network security, unified communications and virtualisation.

Supporting our customers throughout the entire lifecycle of their software assets, we are able to specify hardware and software from a wide range of leading vendors, to facilitate infrastructure solutions either on-premise or hosted in the cloud. Our aim is to use our knowledge and expertise to ensure our customers get the most out of their hardware and software investment, and achieve an agile IT infrastructure that promotes business success.

Formed in 1990 by the current owners of the business, today Phoenix Software has group revenues in excess of £85 million. Our business activity falls into the broad categories of software supply, software lifecycle management and infrastructure solutions. Our Corporate and Public Sector customers in the UK and Europe are served by our UK office and extensive global partnerships. To learn more about Phoenix Software, visit www.phoenixs.co.uk

About SBL (Software Box Ltd)
SBL is a Value Added IT Reseller & Cyber Security Specialist. Established in 1987, SBL is widely recognised as a market leader in the information security industry. We have a comprehensive range of information security products and a range of IT software and hardware to enable you to protect your online information. Our in-house professional services team ensure that any product we deliver is done so to your exact requirements to ensure a smooth delivery. We’re also able to offer full training on our range of security products as well as general IT training to ensure that your workforce are highly skilled when it comes to new technologies. For more information visit: www.softbox.co.uk

About SCC
SCC, Europe’s largest independent technology solutions provider, is the technology brand of Rigby Group plc the 13th largest privately owned business in the UK and winner of the UK Family Business of the Year. For more information visit: www.scc.com

About Softcat
Softcat (www.softcat.com) is a leading provider of software licensing, hardware, security and related IT services. Softcat, founded in 1993 by the then chairman and majority shareholder Peter Kelly, remains privately owned and currently employs 600 people. It achieved a turnover in excess of £400 million in its last financial year and has been profitable since inception, resulting in a strong balance sheet and very firm financial foundations.

The company sells and supports products and solutions from all the world's leading IT companies. On all its portfolio products and solutions it offers a full range of services, including advice and guidance, technical design, product sourcing, implementation, support and project management. It enjoys a trading relationship with over 8,000 longstanding customers, predominantly from the UK corporate sector but also including large enterprises, small businesses and public sector organisations.

About Toshiba
Toshiba is a world-leading diversified manufacturer, solutions provider and marketer of advanced electronic and electrical products and systems.

Toshiba Group brings innovation and imagination to a wide range of businesses: digital products, including LCD TVs, notebook PCs, retail solutions and MFPs; electronic devices, including semiconductors, storage products and materials; industrial and social infrastructure systems, including

power generation systems, smart community solutions, medical systems and escalators & elevators; and home appliances.

Toshiba was founded in 1875, and today operates a global network of more than 590 consolidated companies, with 206,000 employees worldwide and annual sales surpassing 5.8 trillion yen (US$61 billion).

Toshiba Information Systems UK Limited, is a fully owned subsidiary of Toshiba Corporation, Tokyo. For more information, please visit: www.toshiba.co.uk

About Toughshield
Toughshield provides rugged mobile devices for business customers globally, from independent trades to corporations. Toughshield's devices combine the durability required by workers in harsh conditions with the ease of use and form factor of consumer devices, at more affordable pricing. Essential to this proposition is Toughshield's ability to provide multi-national after sales service levels that businesses have come to expect from enterprise mobility solutions.

The Toughshield range is ideally suited to a range of sectors including; emergency services, field service, field sales, security guarding, facilities management, domiciliary care, construction, trade work, audit inspection and transport. The company continues to develop new rugged mobile solutions to meet the specific needs of mobile workers in a variety of sectors. The Toughshield team is ideally placed to address this market having broad experience of both the rugged enterprise mobility and consumer smartphone markets. www.tough-shield.com

About Wick Hill
Established in 1976, value added distributor Wick Hill specialises in secure IP infrastructure solutions. The company sources and delivers best-of-breed, easy-to-use solutions through its channel partners, with a portfolio that covers security, performance, access, networking, convergence, storage and hosted solutions.

Wick Hill is part of the Wick Hill Group, based in Woking, Surrey with sister offices in Hamburg. Wick Hill is particularly focused on providing a wide range of value added support for its channel partners. This includes a strong lead generation and conversion programme, technical and consultancy support for reseller partners in every stage of the sales process, and extensive training facilities. For more information about Wick Hill, please visit http://www.wickhill.com/company/company-profile or www.twitter.com/wickhill

About Becrypt
Becrypt is a leading supplier of innovative mobile security solutions and services that are Government-certified, and suitable for many industry sectors. Becrypt provides a range of cyber security solutions to protect data at rest and data in use, across a broad range of platforms, including desktops, laptops, tablets and smartphones, running Windows, iOS and Android. Becrypt's secure thin client technology supports virtual data infrastructure (VDI) access, enabling secure and rapid IT transformation within the enterprise, as well as cost effective remote access.

Through its focus on product assurance, multiple platforms and centralised management, Becrypt's solutions enable the most security conscious organisations to deliver cost effective compliance, whilst maintaining flexibility, choice and usability for their users.

As a leading supplier of encryption technology to the UK Government, Ministry of Defence and UK Police, Becrypt also offers cyber security consultancy and bespoke systems.

Becrypt has offices in London, UK, and McLean, VA, USA. For more information visit: www.becrypt.com

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