The Portfolio

Our global vendors
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.
Visibility, performance and security

Data centre downtime is a costly business, interrupting access to applications and damaging user experience. Load balancing solutions have played a key role in achieving more reliable application service levels, but are notoriously complex, often hampering efforts to respond to new application requirements or security threats.

Practice Areas:

Countries: Germany, Austria, Hungary, Poland, Switzerland

Aerohive delivers cloud networking that transforms the connected experience

Aerohive’s cloud networking products are stepping up to this challenge, offering your customers a new dimension of networked experience. It’s essentially enterprise Wi-Fi infrastructure that leverages the cloud to attach services and enhance the network. Breakthrough levels of flexibility, agility, and scalability are achieved on-demand and users only ever pay for what they need. It’s perfect for those amongst your customers decentralising into smaller offices and encouraging home-working – saving time and reducing cost and complexity.

Practice Areas:

Countries: Poland, Hungary

Our vendors

Nuvias is dedicated to developing vendor partnerships focused on mutual success.

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
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

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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

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Avecto has developed an alternative stance on endpoint security. By being proactive at the endpoint, they repel threats and provide comprehensive defence without ever restricting user freedoms.

**Practice Areas:**
- Countries: UK

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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

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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.

**Practice Areas:**
- Countries: EMEA

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BroadSoft Business is an open carrier-class communications suite built 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 breach stops here

Centrify provides unified identity management for data centres, cloud, and mobile environments, creating a single sign-on (SSO) for users and a simplified identity infrastructure for IT.

- **Practice Areas:**
- **Countries:** Benelux

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Eliminate insider security threats

Dtex Systems helps organisations defend against insider threats, be that through malicious or negligent behaviour, or outside infiltrators. Dtex begins and ends with helping your customers find answers they simply can’t get anywhere else. They are the difference between averting disaster and suffering compromise. Thanks to more than 15 years of monitoring user behaviour patterns, Dtex has fine-tuned its detection capability to surface and then neutralise every type of insider threat.

- **Practice Areas:**
- **Countries:** EMEA

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Real-time DDoS prevention

Corero provides protection and mitigation against a wide range of Distributed Denial of Service (DDoS) attacks to ensure maximum availability of Internet-based services.

- **Practice Areas:**
- **Countries:** Germany, Austria

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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

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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 deduplication. 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
Guarantee the performance of strategic applications
Exinda delivers innovative WAN optimisation and Network Control solutions. Through their disruptive approach and award-winning product Network Orchestrator, Exinda helps IT teams manage the way users, traffic, devices, and applications behave across the network.
Practice Areas: ●
Countries: Benelux

Solutions for security-conscious organisations
FireEye exists on the front line of cybersecurity – world-class security experts using world-class technology to protect your customers from the impacts they fear the most.
Practice Areas: ●
Countries: EMEA

Making data-driven IT a reality
ExtraHop is an IT operations and wire data analytics platform. It gives organisations unprecedented real-time visibility into everything occurring on their network through sophisticated intelligence and cloud-based machine learning.
Practice Areas: ● ●
Countries: Germany, Austria, Switzerland, UK

Privacy Compliance and Enterprise Analytics
FileFacets specialises in online privacy compliance and enterprise analytics. Through sophisticated, easy-to-use tools they help organisations to locate and process structured and unstructured content buried within corporate networks, servers, content management systems, email, desktops, and laptops. By discovering content and eliminating redundant data, FileFacets helps enterprises to better protect sensitive data, mitigate data risks, and support information governance efforts.
Practice Areas: ●
Countries: UK&I and Benelux

Human-Centric Cybersecurity
Forcepoint offer a systems-oriented approach to insider threat detection and analytics, cloud-based user and application protection, next-gen network protection, data security and systems visibility. It’s a new approach to cybersecurity never seen before. And as technology and users’ needs evolve, Forcepoint are constantly looking to expand their offerings while staying true to their core in protecting the human point.
Practice Areas: ●
Countries: UK&I and DACH

Security without compromise
Fortinet secures the largest enterprise, service provider, and government organisations around the world. Fortinet empowers its customers with intelligent, seamless protection across the expanding attack surface and control over the ever-increasing performance requirements of the borderless network – today and into the future.
Practice Areas: ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ● ●
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.

GitHub

Empowering collaboration

Nuvias provide GitHub Enterprise, a platform for business that enables many users or developers to collaborate on projects whilst effectively managing all of their work in a version control system. This means that code or file changes are recorded and versions managed over time so that you can revert back to a previous state if anything goes wrong or compare changes over time or see who last modified something.

Practice Areas: 
Countries: EMEA

HID

Powering trusted identities

HID Global is a leading provider of strong authentication and identity management solutions. They offer a broad range of solutions based upon a series of Authentication Devices.

Practice Areas: 
Countries: EMEA

HUAWEI

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 groundbreaking 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

Agentless threat hunting

Developed by former US Air Force cybersecurity officers, Infocyte’s dedicated forensics-based threat hunting platform discovers the post-compromise activity of cyber attackers and malware that that have bypassed other defences.

Practice Areas: ☑
Countries: MEA

Transforming the workplace with the power of sound

Jabra develops and manufactures an extensive range of speakerphones and headsets for contact centre, office-based, and mobile phone users, delivering technology that blocks out external noise, enabling the user to focus on speaking and listening. It effortlessly improves the communication and collaboration process and elevates productivity within the workplace.

Practice Areas: ☑
Countries: EMEA

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

Multi-layered security for business

Kaspersky Lab 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

High availability, scalability, and security for application delivery

KEMP Technologies is a leading provider of load balancer software with over 40,000 deployments for enterprises and organisations that demand highly available, scalable, and secure e-commerce, web, and collaboration applications.

Practice Areas: ☑
Countries: EMEA
Making antivirus obsolete
Malwarebytes protects businesses against malicious threats that evade detection by traditional antivirus solutions. Using industry-leading anti-malware and Internet security software, rooted in their highly advanced heuristic detection engine, they have removed more than five billion malicious threats from computers worldwide.

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, repurposing existing cable networks, and simple, safe installation.

Practice Areas:

Countries: EMEA

The Network Access Control specialist
macmon secure provides the highest degree of network security through Network Access Control (NAC) solutions. They ensure companies always know what devices are on their network and can efficiently monitor them and protect them from unauthorised access.

Practice Areas:

Countries: Germany, Austria, Hungary, Poland, Switzerland, Romania

Cloud email services in security and archiving
Mimecast is a market leader in enterprise cloud-based services for email security, continuity, and archiving emails, making business email and data safer for more than 21,800 customers and their millions of employees worldwide.

Practice Areas:

Countries: MEA
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: Advanced Networking, Application Optimisation, Systems Infrastructure, Cloud & Data Centre, Cyber Security, Mobility & IoT

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: Advanced Networking

Countries: EMEA

Leading Enterprise Information Management Solutions

OpenText offers EIM software systems and services that let you build a cohesive information management strategy that leverages existing assets, meets urgent needs and establishes a fast path to the future. We believe that good information strategy is good business strategy, and that an effective EIM strategy requires three things: Information Readiness, Information Capabilities, and Information Confidence.

Practice Areas: Advanced Networking

Countries: UK

Powerful communication solutions that build competitive advantage

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: Application Optimisation

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: Application Optimisation

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: Application Optimisation

Countries: UK
Voice solutions that make every call count

Using Polycom 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

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

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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

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Smartoptics

Expanding Your Network Horizons

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

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Symantec

A global leader in security innovation

Symantec is one of the world’s leading cyber security companies, helping organisations, governments and people secure their most important data, wherever it lives. Organisations across the world look to Symantec for strategic, integrated solutions to defend against sophisticated attacks across endpoints, cloud, and infrastructure.

Practice Areas:

Countries: Germany, Austria

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Talari Networks

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

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Thales

A leader in advanced data security solutions and services

Thales e-Security is a leader in advanced data security solutions and services, delivering trust wherever information is created, shared, or stored – on-premise or in the cloud – without ever sacrificing business agility.

Practice Areas:

Countries: Germany, Austria, Switzerland
Tintri puts the agility of public cloud into the data centre

Organisations of all sizes are now turning to Tintri as a smart solution for virtual desktops, databases and servers, DevOps and cloud – especially because their hypervisor-neutral technology easily integrates with existing server ecosystems, and will support multiple concurrent hypervisors in the same solution without having to provision new storage.

Practice Areas: 
Countries: EMEA

Trustwave

Industry-leading Managed Security Services

Trustwave unifies award-winning technology, cloud, and managed services and a team of security experts, ethical hackers, and researchers to find the right mix of protection your customer needs to properly defend against the threats at large in their industry.

Practice Areas: 
Countries: Benelux

UNITRENDS

The all-in-one enterprise backup and continuity solution

Unitrends’ enterprise backup and continuity solutions reduce complexity and increase IT confidence, enabling better productivity and business uptime.

Practice Areas: 
Countries: EMEA

OneSpan

Delivering trust to the digital world

OneSpan 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

VIPRE

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

Vormetric

High-performance data security for physical, virtual, big data, and cloud environments.

The Vormetric software suite protects files, conventional and ‘big data’ databases, private data such as credit card and social security numbers, live data, and archived data. It helps to create trust in data wherever it is created, shared, or stored without impacting business agility.

Practice Areas: 
Countries: Germany, Austria, Switzerland, MEA
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

Yealink

Powering easy communication and easy collaboration

Since 2001 Yealink has designed and developed a comprehensive portfolio of video conferencing and 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

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

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

Nuvias EMEA HQ

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