

nCipher Security celebrates 10-year partnership with EMEA IT distributor Nuvias Group

Partnership enables organizations to utilize new technologies while successfully protecting sensitive data against increasing cyber threats

Cambridge, UK – September 26, 2019 – nCipher Security, [an Entrust Datacard company](#) and provider of trust, integrity and control for business-critical information and applications, is marking the 10-year anniversary of its successful collaboration with [Nuvias Group](#) in the DACH region (Germany, Austria and Switzerland). Since the beginning of the partnership Nuvias has offered nCipher® data protection and cybersecurity solutions to customers across the region, helping them to address the ever-changing cyber threat landscape.

Joint Nuvias and nCipher customers include some of the biggest names in the German automotive, banking, and healthcare industries. While the industries may seem distinct, they share commonalities: they operate in heavily regulated environments and handle sensitive data that offer a desirable target for cyberattacks.

The combination of Nuvias and its reseller partners' expertise in cyber security and nCipher data protection and application security capabilities offer an excellent combination that benefits these customers.

"nCIPHER works exclusively through the channel in the DACH region and across EMEA, and Nuvias has been an indispensable partner over the past 10 years," said Peter Carlisle, Global VP of Sales at nCipher Security. "Nuvias is a long-standing, valuable partner because we both understand the importance of helping organizations confront the opportunities and challenges presented by the cloud and IoT, and emerging technologies such as virtualized software containers and blockchain. We look forward to a continued close working relationship, increased footprint for the nCipher product line in the DACH region, and further joint commitment to protecting sensitive customer data."

Security solutions provider e-Xpert Solutions has been a long-time Nuvias customer who has relied on nCipher HSMs for its customers. "Our reseller team has been collaborating with Nuvias and nCipher for many years now," said Cedric Enzler, Director, e-Xpert Solutions. "We were the first reseller to purchase nCipher products from Nuvias. We made this decision after a thorough and positive evaluation of the nCipher product line and Nuvia's strong reputation, and we remain just as satisfied today."

"Back when Nuvias and nCipher started working together, the role of HSMs required more of an explanation," said Helge Scherff, RVP Central at Nuvias. "Now, we are hard-pressed to come across companies that aren't utilizing the technology. Resellers and customers can count on Nuvias to deliver exactly what they need. Our partnership with nCipher stands for transparency and reliability – all qualities necessary when engaging in IT security decision-making and deploying security solutions."

About nCipher Security

nCipher Security, an Entrust Datacard company, is a leader in the general-purpose hardware security module (HSM) market, empowering world-leading organizations by delivering trust, integrity and control to their business-critical information and applications. Today's fast-moving digital environment enhances customer satisfaction, gives competitive advantage and improves operational efficiency – it also multiplies the security risks. Our cryptographic solutions secure emerging technologies such as cloud, IoT, blockchain, and digital payments and help meet new compliance mandates. We do this using our same proven technology that global organizations depend on today to protect against threats to their sensitive data, network communications and enterprise infrastructure. We deliver trust for your business-critical applications, ensure the integrity of your data and put you in complete control – today, tomorrow, always. www.ncipher.com
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About Nuvias Group

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 – Cybersecurity (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. Turnover is in excess of \$500 million.

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Nuvias Group

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