



VADition pledges to break cloud barrier

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Specialist distributor VADition is storming past its revenue targets ahead of its third birthday, after doubling turnover in the first two years of trading.

The value-added distributor, which specialises in social networking and web 2.0 technologies, was set up in 2007, and hit £7.5m in its first year which doubled to £15.4m in 2008.

VADition, which became the first Fortinet Certified Support Centre in Europe earlier this year (CRN, 24 August), is also set to launch its first-ever hosted managed services around security and Wi-Fi.

Barrie Desmond, business development director at the distributor, said: "We are going to launch our own range of managed security services and cloud services that will be white-labelled through resellers. Service revenues will be in excess of 20 per cent of



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our business this year. We plan to be ahead of the game when building cloud-based services."

"We have research that claims 60 per cent of SharePoint usage is rogue and most IT departments don't have a clue who is doing it. This year it is all about visibility, and customers are starting to regain control of their IT infrastructure," he said.

VADition first Euro CSC

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