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Desmond: service revenues will be in excess of 20 per cent of our business this year

VADition pledges to break cloud barrier

Services to account for over a fifth of fast-growing distributor's turnover this year

Sara Yirrell, CRN 02 Nov 2009

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 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.

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