



A New Partnership with Getech!

October 2020

NComputing is pleased to announce that they have entered into a strategic agreement with Getech Distribution that makes them their authorised distributor for the UK and Ireland.

NComputing, a leader in Thin Client and Desktop Virtualisation Technologies today announced an exciting new partnership with the highly regarded and well renowned UK distributor Getech. The agreement involves the distribution of NComputing's state of the art Thin Clients for industry standard VDI Solutions as well as NComputing's proprietary technologies. ARM based Thin Clients based on the Raspberry Pi platforms are a game changer in the Thin Client market allowing for the best in class price/performance of any solution. With NComputing being the first in the market to focus on the UK-developed Raspberry Pi industry standard platform, Getech will be crucial in expanding the local market segments. Current market segments are primarily healthcare, financial institutions, manufacturing and government agencies.

Commenting on the agreement, Jochen Polster, VP Sales & Marketing Europe at NComputing said: "We are delighted to be partnering with Getech Distribution as they are a true value added distributor with deep knowledge of the Virtualisation Market and its technologies. The partnership with Getech is an important piece of our channel strategy addressing a large part of the reseller and system integrator community".

Guy Watts, Managing Director of Getech, commented: "Whilst the desktop virtualisation market is now mature and well established the ever increasing demand for higher functionality and lower prices means manufacturers have to identify new technologies to achieve those demands. Getech see the development of an ARM based Raspberry Pi device as pivotal in the continuing to drive the boundaries of price and performance. Getech are pleased to partner with NComputing to build market awareness and acceptance of these new technologies..."



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