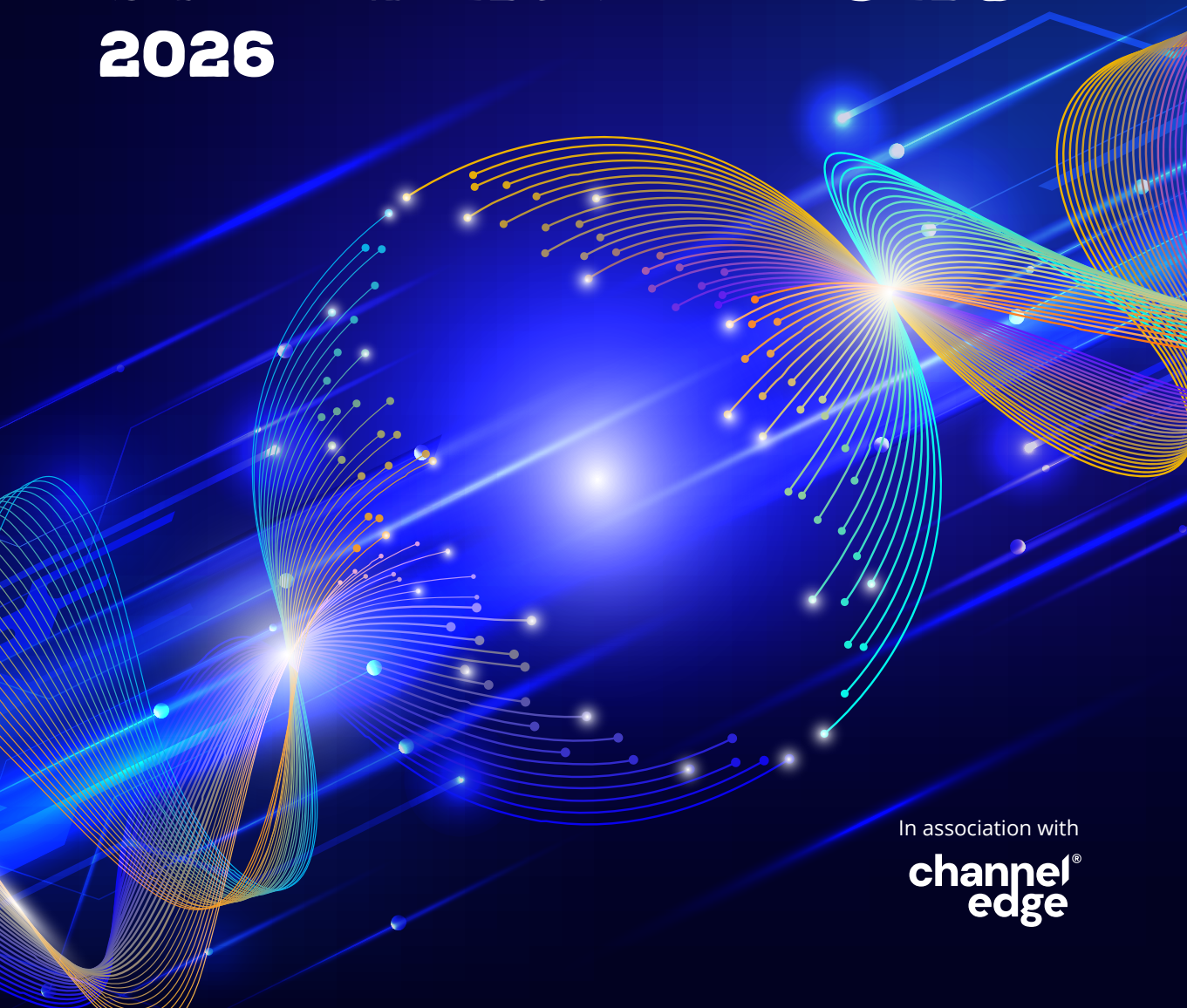
IT CHANNEL OXYGEN

OXYGEN MUST-KNOW UK IT DISTRIBUTORS & MARKETPLACES 2026



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WELCOME TO OXYGEN'S MUST-KNOW DISTRIBUTORS & MARKETPLACES 2026

IN THE SPACE OF less than 12 months, the value offered by IT distribution has gone from being queried to roundly extolled.

When £1.4bn-revenue Exertis UK imploded at the end of January, some held it up as a sign of the failing economics of an IT distribution model plagued by the rise of cloud, AI and direct-buying models.

But just nine months on, distribution is being lauded as one of the industry's best-performing sectors of 2026.

The role of distributors in product availability, supply and financing has arguably never been clearer amid the stubborn, AI-fuelled components drought and a world of growing conflict.

Despite the rise of direct-selling hyperscalers and LLM giants, new vendors continue to discover the power of distribution, with ServiceNow, for instance, moving to a multi-tier channel model in EMEA in October.

And that's born out in the numbers in this report, which has been compiled in partnership with Channel Edge.

The 50 distributors and marketplaces profiled over the next 36 pages saw their collective top line grow 12.5% to £15bn in their latest years on record, compared with 3.7% growth last year and a 2.4% decline two years ago.

A whopping 40 of the 45 who shared their revenue number grew, with 26 of these enjoying double-digit growth.

And many are even more optimistic about their prospects in their current annual periods.

Of course, since last year's report, the UK distribution market has suffered its biggest business failure of all time, with £1.4bn-revenue, 1,200-employee giant Exertis UK finally going bust in May.

What lessons can be gleaned from Exertis UK's sad demise is one of ten quickfire questions we put to the CEOs, MDs and senior leaders of our 50 distributors (some 42 were kind enough to respond).

> *"The role of distributors in product availability, supply and financing has arguably never been clearer amid the stubborn, AI-fuelled components drought and a world of growing conflict."*

It's no surprise that the Exertis collapse and RAM shortages emerged as the two major talking points when we asked them to nominate their biggest distribution-related headline of the year.

"Pricing changing AFTER you've placed an order with a vendor for a solution is now almost commonplace. That's the new normal. If you'd told someone that 12 months ago, they'd have thought you were mad," said Steve Low, Chief Commercial Officer at 34th-ranked Titan Data Solutions.

Others zoned in on how the devasting impact AI was forecast to have on their corner of the market has so far failed to materialise.

"We went through the SaaSpocalypse, SaaSageddon, SaaStrophe and are now in a SaaSurgence," noted QBS Software CEO Dave Stevinson.

We also asked them about their 2026 high points, which vendors and technologies they are betting on for 2027, their business' most underrate facet, and which of their peers they felt had a good year.

It's perhaps a mark of the renewed market buoyancy that so many were more than happy to volunteer an answer to this latter question (see p30 for a round up of some of the best hat tips).

As the Q&As in this report show, positivity is almost dripping off the UK's top distributors in late 2026.

We hope you enjoy reading the profiles as much as we enjoyed compiling them.



DOUG WOODBURN, EDITOR, *IT CHANNEL OXYGEN*

OXYGEN MUST-KNOW UK IT DISTRIBUTORS & MARKETPLACES

FROM REACH TO RELEVANCE: DISTRIBUTION'S NEXT GROWTH OPPORTUNITY

DISTRIBUTION HAS PROVED its relevance as an essential part of the technology channel. But as the market becomes more complex, I believe its greatest opportunity lies in what happens next: turning its reach, relationships and insight into more meaningful growth.

Having spent over a decade in channel marketing, I've seen that potential first-hand. I've also heard the same conversations repeatedly: better partner engagement, more effective MDF, stronger collaboration. These aren't new challenges. So why are we still struggling to solve them consistently?

Oxygen's Must-Know UK IT Distributors & Marketplaces report reinforces the sector's resilience. For me, the question isn't whether distribution matters. It's how we turn longstanding ambitions into action.

START WITH THE PARTNER, NOT THE PROGRAMME

Vendor investment is fundamental to the channel. But too often, programmes begin with a vendor objective or available budget, rather than a genuine understanding of what partners need.

Distributors work across multiple vendors, each with their own targets, budgets and priorities. Meanwhile, partners are trying to solve customer challenges, develop capabilities and navigate an increasingly complex technology landscape. Shouldn't that be our starting point?

Distribution has a unique perspective across technologies, vendors and partner ecosystems. By identifying shared challenges and connecting complementary solutions, it can create more relevant, targeted opportunities.

Multi-vendor programmes could open up new growth opportunities, helping emerging vendors reach relevant audiences while giving smaller or developing partners access to complementary solutions and expertise. Too often, that access is concentrated among established relationships. Practical training, specialist support and collaborative programmes can help close the gap.

MAKE INVESTMENT MORE INTENTIONAL

Distribution holds a wealth of partner data. But data alone isn't insight, and reach alone isn't relevance.

We need to understand which partners have growth potential, what support they require and where investment can make the greatest difference.

We've been talking about MDF effectiveness for years. Yet opportunities to use funding still go unclaimed, budgets remain underutilised and some activity is driven by spending deadlines rather than commercial priorities. We should stop accepting that as business as usual. Every pound represents an opportunity to build capability, influence behaviour or generate growth. Available budget is not a strategy.

Every programme should start with three questions: Who are we trying to reach? What behaviour do we want to change? And how will sales and marketing work together to achieve it?

Whether that's developing confidence in a new solution, encouraging cross-sell or helping partners enter new markets, success should be measured by what changes as a result, not simply the activity delivered.

ENABLE PARTNERS TO SELL WHAT'S NEXT

As technologies converge and customer challenges become more complex, partners need more than another product update. They need help recognising opportunities, building expertise and selling solutions beyond their comfort zones. Distribution can lead that conversation, rather than simply respond to it.

Not simply through product training, but through practical sales enablement, access to specialists and support that helps partners build wider services and solutions propositions.

Technology matters, but differentiation increasingly comes from the expertise, outcomes and value businesses create around it.

The opportunity isn't new, but the urgency is.

Distribution's future won't be defined solely by network size, but by how intelligently that network is connected, supported and activated.

The distributors that turn reach into relevance, investment into impact and complexity into opportunity will be the ones creating lasting value for the channel.



MICHELLE MARSHALL, CLIENT DIRECTOR, CHANNEL EDGE



RETURN OF THE FEEL-GOOD FACTOR

By Doug Woodburn

JUST 12 MONTHS AGO (in this same report last year), distributors were having to bat off claims their business model was "dying".

Does the channel really need a middle tier in a cloud and AI era where direct-buying models appear to be thriving, critics asked?

If the topsy-turvy year that is 2026 has shown anything, it is that distribution is playing more of a critical role in the channel ecosystem than ever before.

Despite the bankruptcy of the fourth-largest player in last year's report, distribution has gone on to have a dream year, with its largest protagonist, **TD Synnex**, currently enjoying 40% annual growth.

DISTRIBUTION'S DIMENSIONS IN DIGITS

That's also reflected in the numbers in this report, which profiles the top 50 UK IT distributors on our radar by revenue* and was compiled in partnership with Channel Edge.

Having returned to modest (+3.7%) growth the previous year, the half-century of power players featured over the following 34 pages saw their collective sales surge 12.5% to £15bn in their latest years on record.

As Omdia Chief Analyst Jay McBain wrote when he unveiled the analyst's recent research into the global distribution market, when the world gets complicated, "distribution tends to shine".

With RAM shortages showing no sign of easing and global conflicts intensifying, distributors are "coming into their own", Omdia Chief Analyst Alastair Edwards said at the Canalys Forum EMEA event in October.

This is not only because of the "critical role" they are playing in creating availability and supply, but also in financing "massive" AI datacentre projects that are beyond the pecuniary prowess of the average reseller, he explained.

Oxygen Must-Know UK IT Distributors & Marketplaces 2026 therefore digs into the fortunes of the UK's leading IT distribution players at one of the most intriguing times in their history.

The 50 players featured range from £1bn-plus global distribution giants **TD Synnex**, **Westcoast**, **Ingram** and **Arrow ECS** to niche VADs specialising in areas including cybersecurity, storage, comms, networking, accessories, print, consumables and AV.

For the top 10 and internationally headquartered players, we have attempted to isolate a UK revenue tally, while taking a more liberal approach with the smaller ones.

Some 42 of the 50 profiles feature quickfire Q&As with senior management at each firm.

And it's fair to say the feel-good factor has returned to their businesses in 2026, with some 40 of the 45 of those which reported or broke out a revenue number enjoying top-line growth in their latest years on record.

This included 28th-ranked **Simms International**, which branded calendar 2025 "the most successful year" in its 35-year history as revenues hiked 81% on the back of rising DRAM and NAND storage prices.

Distribution's rejuvenated fortunes can in part be explained by the rising cost of hardware in the face of the stubborn, AI-fuelled components drought.

When we asked our distribution leaders to nominate their biggest distribution-related stories of the year, the RAM shortages and rising ASPs emerged as a dominant theme.

"Pricing changing AFTER you've placed an order with a vendor for a solution is now almost commonplace. That's the new normal. If you'd told someone that 12 months ago, they'd have thought you were mad," said Steve Low, Chief Commercial Officer at 34th-ranked **Titan Data Solutions**.

"We've increased stock holding wherever possible to support customers, but it's getting harder and pricing is eye-watering in some areas," added Sunil Bouri, UK MD at 29th-ranked **EET**.

EXERTIS EXAMINATION

Running this topic a close second was the collapse of **Exertis UK**, which finally went into administration at the end of the May after laying off most of its 1,200-plus staff in January.

Its implosion leaves a £1.4bn-revenue hole in the UK IT distribution skyline.

"Seeing a UK specialist distributor secure further investment and look to expand aggressively into European markets... shows there's still a huge opportunity for specialist distributors who genuinely add value, particularly in cybersecurity."

Kompingo's Toby Caton reacts to Distology's sale to a larger PE house

While all expressing their sadness at its demise, rival disties have been quick to pick up stricken staff and vendors from their fallen, Basingstoke-based peer.

"We targeted three brands and they all decided to sign with us. These are brands that in the past had overlooked us," said Tony Scully, Finance and Operations Director at 47th-ranked **Tech Unlimited**.

"The collapse of Exertis and Spire's integration into the broader Westcoast ALSO business has been particularly noteworthy for us, especially considering the similarity of product," stressed Elliott Hodgeon, Sales Director at 13th-ranked **VIP**.

Not everyone is convinced that all Exertis UK's business has remained in the two-tier channel, however.

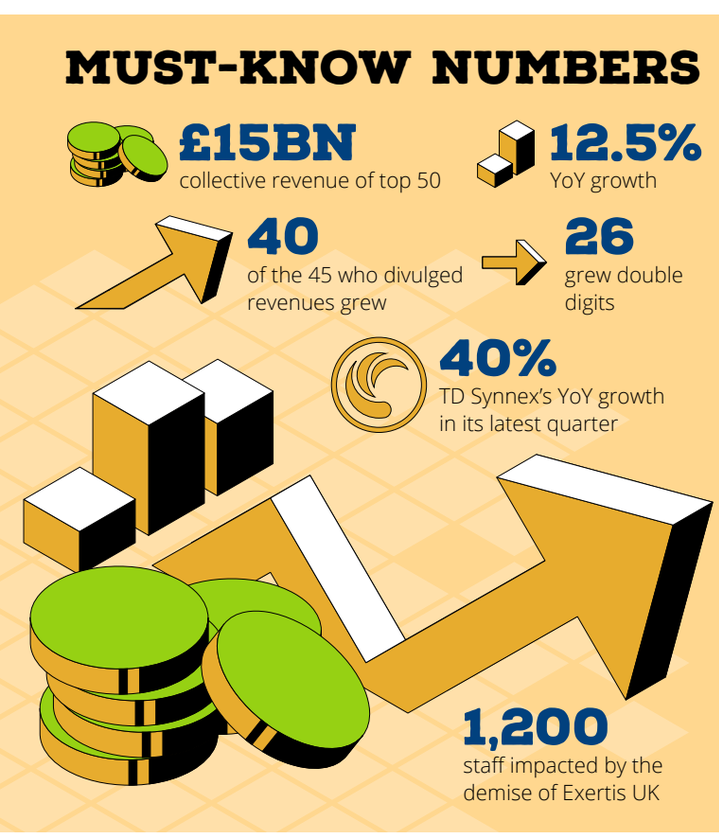
"We took over one or two lines, so the short answer to your question is that not a lot of it went to us," Dave Watts, UK&I MD at top-ranked **TD Synnex** told *IT Channel Oxygen* in September.

"I don't know where the rest of it went. I imagine the vendors did a lot of it direct, and I think probably Westcoast did quite well out of it, but I don't know."

So just what was the lesson to be gleaned from its fall from grace?

"Long-term thinking, resiliency and stability are key fundamentals for any wholesale or distribution business," responded Nathan Marke, Chief Strategy Officer at 9th-ranked **Giacom**.

"It's not just Exertis. The telecoms wholesale world has had a major disruption with the administration of PXC and the wider Talk Talk Group," he added.



"THE LUMPIEST YEAR EVER"

In more positive news, 2026 saw the hard launch of a new storage distributor headed up by three industry veterans in the shape of 49th-ranked **Kodata**, and 23rd-ranked **Distology** sell up to a larger private equity house.

"Some businesses our size would go straight to trade after one round of PE, but we have so much to do to build our brand and value offering across Europe," Distology CEO Hayley Roberts said of its acquisition by Foresight in September.

Toby Caton, Director of 48th-ranked **Kompingo**, branded Distology's sale "one of the biggest stories of 2026".

"Seeing a UK specialist distributor secure further investment and look to expand aggressively into European markets is really interesting," he explained.

"It shows there's still a huge opportunity for specialist distributors who genuinely add value, particularly in cybersecurity."

DCC also last month successfully sold the slightly larger (and more profitable) half of its remaining distribution empire under the **Nexora** banner (of which 12th-ranked **Hammer** is part), for a cool $725m.

The main headline for some others was how the role of AI is shaking up their particular corner of the market, with 8th-ranked **Midwich** flagging up "AI-powered workplace collaboration" as its biggest opportunity for 2027, for instance.

The SaaS market is bouncing back from fears it would be chomped up by AI, Dave Stevinson, CEO of 7th-ranked **QBS Software**, claimed, meanwhile.

"We went through the SaaSpocalypse, SaaSageddon, SaaStrophe and are now in a SaaSurgence. It has been the lumpiest year ever for deals," he said.

"As much as everyone fears AI, it's actually been very good for us," said Steve Mullan, co-founder of 42nd-ranked **Cyber Fusion**, which claims to be seeing success around the rise of the AI SOC.

On balance, AI doesn't appear to be a major headwind for the 50 players in this report.

Dave Marshall, MD of 36th-ranked **Kite Distribution** perhaps summed up the mood best by picking out the "continued growth of distribution" as his headline of 2026.

"AI has reinforced the value of the distributor as an orchestration layer between vendors and partners, rather than making distribution less relevant," he said.

"The scale of investment in AI, infrastructure and cybersecurity has created significant opportunity across the channel."

The companies in this report continue to rebrand themselves, meanwhile, with 3rd-ranked **Ingram** now styling itself as "the industry's intelligent operating system for the B2B IT ecosystem".

18th-ranked **Pax8** only agreed appear in this report on the condition we renamed it "Must-Know Distributors AND MARKETPLACES", meanwhile.



"I imagine the vendors did a lot of it direct, and I think probably Westcoast did quite well out of it, but I don't know."

TD Synnex's Dave Watts on picking up parts of the stricken Exertis business

According to Omdia's McBain, distributors are "becoming the orchestration layer across an increasingly fragmented partner ecosystem".

The firms sitting in the channel's middle tier have come a long way since last year's report, when they were having to vigorously defend their very existence and Exertis UK's impending collapse was looming.

As we head into 2027, the air of optimism that has returned to distribution shows no signs of waning.

* We generally eschewed those with a focus on IT-adjacent technology and products such as those whose main business is office products, industrial components or mobile phones.

Tier-one vendor relationships were another pre-requisite, meaning brokers, sub-distributors and second-user players lacking authorised distribution contracts don't feature in this rundown.

Although revenue and headcount numbers are primarily based on information in each firm's latest annual accounts filed on Companies House, in many cases we went by numbers split out by management.

We sought to feature every major IT distributor, whether management helped us with the profile or not. For smaller distributors, we were often reliant on assistance from management, meaning that several disties on our radar sadly don't feature in the rundown. We will, of course, endeavour to add any that we missed next time around.

MEET THE OXYGEN MUST-KNOW TOP 50



50
CORETECH

SPECIALISM: MSP software and cloud
KEY VENDORS: GFI and its own cloud services
UK REVENUE: £0.6m
UK HEADCOUNT: 1.5

Having opened for business in 2023, the UK arm of this Italian VAD saw calendar 2025 revenues advance from £110,000 to £644,000, according to recently filed accounts.

Country Manager Marino Vigliotti credited spiking RAM prices for driving distribution market growth in 2026 (see Q&A, below).

Headquartered in Milan, CoreTech employs 30 staff overall, offering its own proprietary cloud platform, 1Stack, alongside cyber and MSP software from the likes of GFI, Acronis, Proxmox and N-able.



QUICKFIRE Q&A: CORETECH UK COUNTRY MANAGER MARINO VIGLIOTTI

What's CoreTech's sweet spot/specialism? Cloud services for MSPs under £5m.

Name one interesting trend that has impacted distributors operating in your sphere of the market in 2026. The price increase of RAM has led to overall business growth.

49
KODATA

SPECIALISM: AI, HPC and quantum
KEY VENDORS: Platform9, Liqid, Fsas Technologies, Speedata, Silk, Cornelis Networks, Graid Technology, Tintri, Cubbit, Positron
HEADCOUNT: 8

A trio of channel veterans recently "got the band back together" to launch this specialist distributor that's pursuing first-mover status in AI and quantum technologies.

QUICKFIRE Q&A: KODATA COO MARK WALKER



What's your sweet spot/specialism? Sovereign AI infrastructure and post-quantum cryptography.

What's the most underrated facet of your business? We have long-standing relationships with certain enterprise end users from our previous lives, and it would be silly not to maintain them. We're able to initiate opportunities directly with these customers, then introduce the incumbent reseller to transact the deal.

Which vendor or technology are you betting big on for 2027? Platform9 is the most credible enterprise-class alternative to VMware, with amazing references and straightforward migration. It's quickly building momentum.

Platform9, Liqid and Fsas Technologies ally Kodata already employs eight staff.

Only emerging from stealth mode in February, it is helmed by Jason Rabbetts, Rick Russ and Mark Walker (who all worked in storage distribution together in the 1990s at Ideal Hardware).

What's been your biggest IT distribution news story of the year? For me, one of the biggest stories has been Distology's continued growth and their ambitions to become a major player across Europe. It shows there's still a huge opportunity for specialist distributors who genuinely add value, particularly in cybersecurity.

48
KOMPINGO

SPECIALISM: Cybersecurity
KEY VENDORS: Ninjaone, Panorays LevelBlue, Menlo, Reco, Radware, Calcom, Hadrian Legion
HEADCOUNT: 10

This start-up cybersecurity VAD has had a "fantastic year", Director Toby Caton told us as he confirmed it remains on course to hit its £10m 2027 revenue goal (see Q&A below).

Kompingo's ability to get a new product out to market quickly is the Ninjaone, Reco and Radware distributor's most underrated facet, Caton claimed.



QUICKFIRE Q&A: KOMPINGO DIRECTOR TOBY CATON

What's been your business high point of 2026? We've had a fantastic year, doubling our previous year's turnover in the first six months alone, and we're on track to finish the year with growth of over 233%.

47
TECH UNLIMITED

SPECIALISM: Device accessories
KEY VENDORS: STM, Deqster, Tucano, Zagg, Panzer, MAXCases
HEADCOUNT: 10

This Basingstoke-based distributor "lives and breathes device accessories", according to Director Tony Skully (see Q&A, below).

Founded in 2020, the STM, Deqster and Tucano ally claims it is on course to turn over nearly £7m this year after sweeping up three orphaned vendors of Exertis UK.

QUICKFIRE Q&A: TECH UNLIMITED FINANCE & OPERATIONS DIRECTOR TONY SCULLY

What has been your business high point of 2026? When Exertis ceased trading there were brands that needed a new distributor and had lots of choice. We targeted three brands and they all decided to sign with us. These are brands that in the past had overlooked us.

Name one interesting trend that has impacted distributors operating in your sphere of the market in 2026. Brands increasing pricing led to some challenging times and end-users having to think carefully about every accessory. It has also led to device purchases being deferred.

46
ONEMEDIA

SPECIALISM: AV
KEY VENDORS: Unilumin, MAXHUB, Panasonic, Vogel's, PureLink, Datapath, PlexusAV, Uniguest, Pleneo
HEADCOUNT: 22

Having added Midwich alumni Lee Baker and Iain Campbell to its top team in 2024 via an MBO, this AV distributor now has 22 staff.

onemedia's expansion into unified comms and collaboration this year marks a "significant milestone" for the Oxfordshire-based outfit, its Sales and Marketing Director John Jeffreys tells us.

It claims its in-house capabilities "extend far beyond traditional distribution".



QUICKFIRE Q&A: ONEMEDIA SALES AND MARKETING DIRECTOR JOHN JEFFREYS

What's your sweet spot/ specialism? Specialist AV distribution, with particular expertise in LED, unified communications and collaboration, and integrated AV solutions.

What's been your business high point of 2026? Our expansion into the unified communications and collaboration (UCC) market has been a significant milestone in 2026, opening up new opportunities for onemedia and our reseller partners.

45
SELECTEC

SPECIALISM: Print and document management
KEY VENDORS: PaperCut, Foldr, Square-9, AiDA, KPAX, ScanShare, Intuitive BI Dashboards
REVENUE: £7.7m (-2%)
HEADCOUNT: 23



This print and document management specialist posted flattish revenues of £7.7m in its year to 31 July 2025, its latest UK accounts show.

The Basingstoke-based Papercut ally in 2024 moved to "consolidate its standing" in the Nordics by acquiring NordicDoc Solutions.

It was co-founded in 1981 by CEO Paul Weston.

44
SOL DISTRIBUTION

SPECIALISM: Specialist networking and security distribution
KEY VENDORS: Alcatel-Lucent Enterprise, Adtran, Belkin, Lantronix, Teltonika, Legrand, Coherent, RAD, Celona
REVENUE: £7.7m (+94%)
HEADCOUNT: 9

Founded in 2015, this networking hardware specialist nigh-on doubled revenue to £7.7m in calendar 2025, according to numbers it broke out for us.

The Oswestry-based outfit's portfolio spans switching, wireless, security, power, connectivity and software-based solutions.

It is betting on AI-driven networking to bring home the bacon in 2027, with Alcatel Lucent Enterprise leading the charge (see Q&A on page 13).

QUICKFIRE Q&A: SOL DISTRIBUTION MD GRAEME SUTTON

What's the most underrated facet of your business? Our sourcing muscle. Alongside our core networking lines, we can find and deliver specialist hardware quickly and at scale, backed by UK-based stock, responsive logistics and global supply relationships.

Which vendor or technology are you betting big on for 2027? AI-driven networking, with Alcatel-Lucent Enterprise leading the charge for us. Close behind are private 5G, industrial connectivity and the high-performance infrastructure today's data centres demand.



43
VARLINK

SPECIALISM: Auto ID and EPoS products
VENDORS INCLUDE: Zebra, Sunmi, Poindus, Newland, TSC
REVENUE: £13.5m (+20%)
HEADCOUNT: 32

Having been acquired for £1.5m by Poindus the previous year, this York-based EPoS and Auto ID specialist saw revenues vault by a fifth to £13.5m in calendar 2025.

Thanks partly to several high-profile wins with the likes of Wembley Stadium, EPoS has grown from 26% to 37% of revenues under its new Taiwanese owner, Varlink said in its annual accounts.

Its Auto-ID business, where its main vendor is Zebra, suffered a "slowdown" during 2025 amid supply-driven issues, however.

42
CYBER FUSION

SPECIALISM: Cybersecurity
KEY VENDORS: Semperis, Noma, Tenzai, Intezer
REVENUE: £14.8m (-16%)

The sad passing of fellow co-founder John Dams this summer has "spurred on" Steve Mullan to continue growing Cyber Fusion "in his honour", he told us.

Counting Semperis, Noma, Tenzai and Intezer among its key vendors, Cyber Fusion is on course to hit revenues of £22m-£24m in its current year ending 31 March 2027, Mullan revealed (its top line dipped 16% to £14.8m in its fiscal 2026).

It gives "bleeding edge" cyber vendors "a safe place to cut their teeth in the UK", according to Mullan (see Q&A below).



QUICKFIRE Q&A: CYBER FUSION COMMERCIAL OPERATIONS DIRECTOR STEVE MULLAN

What is Cyber Fusion's USP? We give emerging vendors a safe place to cut their teeth in the UK and plug them into our established partner network with our friends we've worked with for the last 30 years.

What kind of year has it been for Cyber Fusion? John's [Dams] passing has spurred me on to grow the business in his honour, and turn it into something special that hopefully our respective kids can one day come and work for and take over the reins.

41
ELOVADE UK&I

SPECIALISM: Cybersecurity and MSP software
KEY VENDORS: Heimdal, KnowBe4, CyberSmart, Keeper, Sendmarc
REVENUE: £19.1m (+50%)
HEADCOUNT: 49

This fast-growing, newly rebranded cyber and MSP software VAD will finish 2026 on "a touch over" £25m revenues, its MD Angus Shaw tells us.

Brigantia became Elovade UK&I in October, 15 months after being acquired by €122m-revenue, Germany-headquartered peer Elovade.

Calendar 2025 revenues rocketed 50% to £19.1m, its most recent accounts show.

Elovade UK&I's ability to help vendors build a brand "from scratch" is its most under-rated facet, according to Shaw (see Q&A below).



QUICKFIRE Q&A: ELOVADE UK&I MD ANGUS SHAW

What's the most underrated facet of your business? Building a brand from scratch for a vendor with unique technology, new to market, in a community of over 2,000 channel partners (active example: Supply Guard).

Which vendor or technology are you betting big on for 2027? Supply Guard. Supply chain risk management and monitoring is going to be huge. Supply Guard is the first NCSC-aligned platform built from the ground-up for channel partners.

40
PROVU COMMUNICATIONS

SPECIALISM: Networking and VoIP
KEY VENDORS: TP-Link, Algo, 2N, Zyxel, DrayTek, Yealink, Snom
REVENUE: £20m (+34%)
HEADCOUNT: 25

Revenues at this Huddersfield-based VoIP hardware specialist advanced by a third to £20m in its year to 30 April 2026, according to numbers it split out for us.

ProVu "takes on requests others don't", according to MD Justin Carl.

It has seen a "significant shift" in product demand this year, with desk phones dropping from 50% to 35% of its business and network equipment rising to 30% of the total, he said.



QUICKFIRE Q&A: PROVU MD JUSTIN CARL

What's your sweet spot/specialism? Helping service providers scale through automated pre-configuration, bespoke fulfilment and ongoing device management, backed by industry-leading technical and engineering expertise.

Which vendor or technology are you betting big on for 2027? TP-Link. Strong demand for Wi-Fi 7, multi-gigabit connectivity and managed networking, combined with its expanding Aginet and Omada ranges, makes it the vendor to watch in 2027.

39
SOLSTICE AV

SPECIALISM: AV
KEY VENDORS: Philips (PPDS), BOE, LianTronics, DynaScan, Newline Interactive, Netgear, Amino, NovaStar, BTech
REVENUE: £21m (+18%)
HEADCOUNT: 28

Harbouring the goal of helping AV resellers win and deliver LED projects, Solstice AV saw revenue rise 9% to £14.9m in calendar 2025.

MD Michael Tulip characterised engineering sister company Linear AV as the most underrated facet of the Tewkesbury-based distributor's business (see Q&A below).

Adding in Linear AV's £6.1m contribution, Solstice AV parent Ecliptic Holdings' revenues hit £21m last year.

QUICKFIRE Q&A: SOLSTICE MD MICHAEL TULIP

What's the most underrated facet of your business? Our sister engineering company, Linear. It puts us inside the UK's biggest IT reseller frameworks, including Computacenter, Softcat and boxxe, where traditional AV distributors are often structurally excluded.

Name one interesting trend that has impacted distributors operating in your sphere of the market in 2026. AV and IT converging. IT resellers are winning contracts that need AV built in, but most can't deliver it themselves. Distributors who can bridge both worlds will win the next wave of projects.



38
COMPANIAL

SPECIALISM: Microsoft Dynamics
KEY VENDOR: Microsoft
UK REVENUE: £26.1m (+24%)
UK HEADCOUNT: 10

The UK arm of this pan-European Microsoft Dynamics distributor saw calendar 2024 revenue rise by nearly a quarter to £26.1m, ageing accounts indicate.

Born in 2022 from the union of 1ClickFactory and QBS Group, Netherlands-based Companial claims to employ 200 staff in seven countries and to serve over 1,000 Microsoft partners. It in turn is part of 750-employee Microsoft Dynamics-focused group Novature.

37
PSA PARTS

SPECIALISM: Spare parts
KEY VENDORS: HP, Lenovo, HPE, 2-Power Acer, Duracell (EMEA Licensee), Dicota, Liteon
REVENUE: £29m (+12%)
HEADCOUNT: 50

PSA Parts holds and sources an "exceptionally broad range of spare parts for laptops, desktops, servers, phones and tablets", its MD James McBrien tells us. The London-based HP, Lenovo, HPE and Acer ally saw revenues vault 12% to £29m in its year to 31 May 2026, according to numbers it broke out for us.

McBrien picked out winning HP's Rising Star award in the PC category for its replacement spare parts business as his highlight of 2026.

QUICKFIRE Q&A: PSA PARTS MD JAMES MCBRIEN

What's your sweet spot/specialism? Spare parts, upgrades and hardware.

Name one interesting trend that has impacted distributors operating in your sphere of the market in 2026. With more devices now shipping without power supplies, we're seeing increased demand for charging solutions and a significant opportunity for our licensed Duracell product range.

36

KITE DISTRIBUTION

SPECIALISM: Cybersecurity
VENDORS INCLUDE: Infoblox, Coreview, Hoxhunt, Thales Cloud Security, Imperva, Forescout
REVENUE: £32.2m (+38%)
HEADCOUNT: 21

Having seen revenues jump 38% to £32.2m in calendar 2025, Kite surpassed that tally in the first three quarters of 2026, MD Dave Marshall told us.

The Leicester-based cybersecurity VAD sees its sweet spot as taking new and emerging vendors to market, with Infoblox, Imperva and Hoxhunt among its current 18-strong vendor crop. AI has "reinforced the value of the distributor as an orchestration layer between vendors and partners", according to Marshall.



QUICKFIRE Q&A: KITE DISTRIBUTION MD DAVE MARSHALL

What's been your business high point of 2026? Reaching our full-year 2025 figures by the end of Q3, putting us on track for around 50% growth in 2026. It's a great reflection of the momentum we've built across the business.

Which vendor or technology are you betting big on for 2027? Anything helping businesses defend against AI-powered attacks – particularly advanced phishing, deepfakes and AI-enabled fraud. The threat is evolving quickly, so this is an area we expect to see significant demand.

35

KONEKT

SPECIALISM: Cloud comms software and services
KEY VENDORS: Zoom, Audiocodes, Oracle, Pexip, Sippio, Dubber, Smarsh, PolyAI, KeyIVR
REVENUE: £34m (-51%)

This Basingstoke-based cloud comms specialist has changed names and pared down its focus since last year's report.

Having last December sold its £29m-revenue hardware business to 26th-ranked Northamber and rebranded from Nuvias UC to Konekt, the Zoom ally now concentrates solely on software and services.

The Rigby Technology Investments-owned outfit claims to have migrated over 350,000 seats to cloud platforms for its resellers (see Q&A below).



QUICKFIRE Q&A: KONEKT CEO JOEL CHIMOINDES

What's the most underrated facet of your business? Professional services for cloud communications. We've migrated over 350k seats to cloud platforms for our resellers.

Name one interesting trend that has impacted distributors operating in your sphere of the market in 2026. The monitorisation of software solutions that consume AI tokens. Everyone is trying to work out the best channel model for this.

34

TITAN DATA SOLUTIONS

SPECIALISM: Specialist server and storage distribution
KEY VENDORS: Fsas, Toshiba, Nvidia (NPN), Hammerspace, Scale Computing, Synology, Qnap, Quantum, Spectra
REVENUE: £36.7m (+33%)
HEADCOUNT: 31

This specialist server and storage distributor returned to punchy growth in its year to 31 March 2026 as revenues swelled by a third to £36.7m.

Some £25m of the total was generated in the UK, with Europe and the rest of the world chipping in £7.5m and £4.2m, respectively.

The Fsas, Toshiba and Nvidia ally – which recently moved its London HQ from Canary Wharf to the Southbank – sees its integration centre as its secret weapon, Chief Commercial Officer Steve Low tells us (see Q&A below).

QUICKFIRE Q&A: TITAN CHIEF COMMERCIAL OFFICER STEVE LOW

What's the most underrated facet of your business? Our integration facility. We've brought significant vendor manufacturing and integration work into Titan, securing major contracts along the way, including Toshiba.

What's been your business high point of 2026? Closing FY26 with record revenue and profit. It's given us a fantastic platform to reinvest and bring some exceptional talent into the business. We're already seeing results having had two record quarters on the bounce.



33

CI DISTRIBUTION

SPECIALISM: Rugged devices and gaming
KEY VENDORS: MSI, ASUS, Acer, Razer, Panasonic TOUGHBOOK, Getac, Crosscall, BenQ, Thrustmaster, Prowise
REVENUE: £38m (+13%)

This rugged device and gaming specialist saw revenues leap 13% to £38m in its year to 31 August 2026, according to numbers it broke out for us.

It is part of £133m-revenue, Basingstoke-based IT group Centerprise, whose interests span not only distribution but also resale, integration, services and system building.

Ci Distribution's top execs characterised the departure of MD Jon Atherton in April as a "significant period of transition" for its business. They are betting on new vendor Acer to light up its numbers in 2027 (see Q&A below).

QUICKFIRE Q&A: IAN HARBAR, IAIN GILLOGALEY AND DARREN PERKS, CI DISTRIBUTION

What's your sweet spot/specialism? We're Europe's largest distributor of client rugged devices, holding 70% of UK and Nordic Panasonic TOUGHBOOK sales and a 55% market share with Getac. In gaming, we've achieved a 58% market share with Razer, alongside continued growth with ASUS and MSI.

What's been your biggest IT distribution news story of the year? After 10 years under Jon Atherton's leadership, his departure marked a significant period of transition for Ci Distribution. Our management team, bringing together over 60 years of combined industry experience, stepped up to lead the business into its next chapter.

QUOTES OF THE YEAR



"I feel particularly sorry for the employees who worked hard to make Exertis a great place to work. However, a distributor has to make profit and generate cash. It's surprising that it did not over a sustained period leading to this inevitable demise."

DISTRIBUTION VETERAN ALEX TATHAM IN JUNE EXPRESSED HIS DISMAY AT THE NEWS THAT £1.4BN-REVENUE EXERTIS UK HAD FINALLY ENTERED ADMINISTRATION.



"On paper, initially everyone was going, 'oh, that doesn't make sense'."

EXCLUSIVE NETWORKS HAS SUCCESSFULLY WON OVER SCEPTICS OF ITS NEW SERVICENOW PARTNERSHIP, THE 5TH-RANKED OUTFIT'S GLOBAL GENERAL MANAGER – SERVICENOW, CLAUDETTE ATKINSON, TOLD US IN OCTOBER. THE PARIS-BASED VAD BEGAN HANDLING SERVICENOW'S 600-700 NEWLY CLASSIFIED 'INDIRECT' PARTNERS IN EMEA ON 1 OCTOBER AS IT SWITCHED TO A MULTI-TIER CHANNEL MODEL IN THE REGION.

"We've got the band back together."

KODATA CO-FOUNDER MARK WALKER IN MARCH TALKED THROUGH THE 49TH-RANKED OUTFIT'S EMERGENCE FROM STEALTH MODE.



"You should look at Hyve as a contract manufacturing, ODM model. The competitors are Flextronics, Jabil, Celestica etc. It has nothing to do with distribution."

TD SYNNEX CEO PATRICK ZAMMIT IN JANUARY OPENED UP ON THE LIGHTNING GROWTH OF THE TOP-RANKED OUTFIT'S HYVE ARM (WHICH GENERATED $7BN OF ITS $31.8BN GROSS BILLINGS IN ITS LATEST QUARTER).



"We're competing against TD, Exclusive and Infinigate – they're losing vendors to us. Why can't there be another brand built in this space – how did TD Synnex and Arrow build their name? Why can't we be a bit more ballsy?"

DISTOLOGY CEO HAYLEY ROBERTS IN SEPTEMBER EXPLAINED THE 23RD-RANKED OUTFIT'S DECISION TO TAKE ON AN AMBITIOUS NEW PRIVATE EQUITY BACKER THAT WILL BANKROLL MORE M&A, RATHER THAN SELLING TO TRADE.

"The great story behind this is it's a British company taking on the beast of Silicon Valley. If we can do this here, we can do it anywhere."



ASM TECHNOLOGIES CRO IAIN TOMKINSON LAST NOVEMBER UNVEILED PLANS TO RECRUIT A 20-STRONG TEAM IN ATLANTA FOR THIS REPORT'S 17TH-RANKED OUTFIT.

32

ORIGIN STORAGE

SPECIALISM: Origin-branded SSD and memory
KEY VENDORS: Origin, MSI, Nvidia, BTI, iStorage, LocknCharge, Fellowes, Inno3d, Datalocker, PNY
REVENUE: £38.4m (+60%)
HEADCOUNT: 30

This Basingstoke-based SSD and memory manufacturer and distributor saw revenues leap by 60% to £38.4m in its year to 31 March 2026, according to soon-to-be-filed accounts it broke out for us.

As well as distributing third-party brands, Origin Storage sells own-branded SSDs and other hardware.

Many other distributors can't match Origin's ability to deliver in-stock items the next day, MD Stuart Eling claims (see Q&A below).



QUICKFIRE Q&A: ORIGIN STORAGE MD STUART ELING

What's the most underrated facet of your business? Our ability to deliver in-stock items next day. Sounds simple, but many can't.

Which vendor or technology are you betting big on for 2027? LocknCharge – they are revolutionising the charging of ipad/tablets in education.

31

TARGET COMPONENTS

SPECIALISM: PC components
KEY VENDORS: Gigabyte, Kingston, Adata, Seasonic, piXL, be quiet!, Newline, Thermaltake, TP-Link, Ubiquiti
REVENUE: £39.8m (+9%)
HEADCOUNT: 53

This Castleford-based components distributor celebrated four years as an employee-owned company in June.

Target's revenues for its year to 31 March 2025 advanced 9% to £39.8m, according to its latest, slightly ageing, filed annual accounts.

New distribution signings Seasonic, TP-Link and Thermaltake have added impetus to the business in 2026, Marketing and Communications Manager Scott Frankling tells us (see Q&A below).

QUICKFIRE Q&A: TARGET COMPONENTS MARKETING & COMMUNICATIONS MANAGER SCOTT FRANKLING

What's the most underrated facet of your business? Our breadth of customers – from VARs and networking specialists, to MSPs, retailers and etailers.

What's been your business high point of 2026? Our new distribution agreements with Seasonic, TP-Link, Thermaltake, amongst others, as well as our customer growth and new 86.4 NPS score.



30
PURDICOM

SPECIALISM: Wireless networking
KEY VENDORS: Ruckus Networks, TP-Link, Huawei, WatchGuard, Legrand, Teltonika, Ceragon, MikroTik
REVENUE: £45.4m (+18%)
HEADCOUNT: 58

This Oxfordshire-based wireless networking distributor moved "materially closer" to its £50m revenue goal in calendar 2025 as its top line advanced 18% to £45.4m.

Operating specialist sales and technical teams focused on wireless networking, security, cloud and associated infrastructure technologies, Purdicom counts TP-Link and Ruckus Wireless among its vendor pals.

The sudden collapse of Purdicom ally Cambium Networks in September resulted in "considerable disruption across the industry", MD Hugh Garrod acknowledged (see below).



QUICKFIRE Q&A: PURDICOM MD HUGH GARROD

Which vendor or technology are you betting big on for 2027? As with last year, I remain confident in the continued growth of TP-Link and their Omada portfolio.

What's been your biggest IT distribution news story of the year? The sudden collapse of Cambium Networks has created significant challenges for former employees, fellow distributors, and our valued partners, resulting in considerable disruption across the industry.

29
EET

SPECIALISM: Spare parts and hardware
KEY VENDORS: Ubiquiti, HPE and HP Inc (replacement parts and upgrades), Star, Bixolon, CipherLab, Microconnect, eStuff, Sandberg, Vivolink
UK REVENUE: £49.1m (+28%)
UK HEADCOUNT: 16

This spare parts and hardware distributor is on course to generate £80m UK revenues this year (with Ireland set to contribute a further £10m), its UK MD Sunil Bouri told us.

Calendar 2025 accounts show revenues beefing up 28% to £49.1m.

Operating in 23 European countries, the wider, Denmark-based group turned over €734m last year.



QUICKFIRE Q&A: EET UK MD SUNIL BOURI

What's your sweet spot/specialism? Helping partners consolidate and manage tail spend, with the scale and expertise to cover IT, networking, POS and Auto-ID, and now expanding into ProAV.

What's been your business high point of 2026? We have doubled the business in the last two years, delivering exceptional YoY growth again in 2026.

Which vendor or technology are you betting big on for 2027? Ubiquiti continue to innovate at pace.

28
SIMMS INTERNATIONAL

SPECIALISM: Memory and data storage
KEY VENDORS: Micron, Kingston, Sandisk, Innodisk, Aetina, Phison
REVENUE: £52.8m (+81%)
HEADCOUNT: 34



Calendar 2025 was "the most successful year in Simms' 35-year history", the memory specialist said in annual accounts showing an 81% revenue hike (the second largest percentage increase in this entire report).

Rising DRAM and NAND storage prices also helped the Kent-based Micron and Kingston ally boost pre-tax profits from £534,00 to £3.3m.

Simms recently invested in a 24-hectare former intensive arable field (named 'Got Eye Field') in Shottenden, Kent as part of efforts to offset its carbon footprint.

QUICKFIRE Q&A: SIMMS CEO AND FOUNDER ANDREW HENDERSON

What's the most underrated facet of your business? Focus and 36 years' experience.

What's been your business high point of 2026? Achieving £100m revenue by 30 June 2026.

27
ETHOS TECHNOLOGY

SPECIALISM: Enterprise storage
KEY VENDORS: Everpure, Portworx, Nebuis, EDB Postgres
UK REVENUE: £62.8m (+7%)
HEADCOUNT: 22

The UK business of this Bedford-based enterprise storage specialist saw revenues clamber 7% to £62.8m in its year to 31 January 2025, according to its latest filed accounts.

Founded in 2015 to "bridge the technology gap between the US and the UK", Everpure ally Ethos in May unveiled enterprise-grade PostgreSQL specialist EDB as its latest vendor signing.

It boasts overseas offices in Dublin, Cape Town, Dubai and the Cayman Islands.

26
NORTHAMBER

SPECIALISM: AV/UC, cyber security and network infrastructure
KEY VENDORS: Avocor, Eaton, Eizo, GoBright, HP|Poly, Neat, Ricoh PFU, Sony, Wacom, Eizo, Yamaha, Yealink, WatchGuard
REVENUE: £63.3m (+13%)
HEADCOUNT: 126



The UK's self-styled oldest trade-only distributor added £29m to its top line last December when it acquired Nuvias UC's hardware business.

Its most-recent filed full-year numbers covering the year to 30 June 2025, which showed revenue swelling 13% to £63.3m, therefore do its enlarged scale little justice (its 2026 numbers are due out imminently).

June 2026 saw Northamber rebrand its UK cyber arm under the Renaissance banner.

The AIM-listed outfit's breadth of specialist capabilities – spanning the Northamber, Nuvias UC, AVM, Tempura, Renaissance and Epatra brands – give it "genuine depth across UC, Pro AV, smart office, cyber and networking," Executive Chairman Alex Phillips claims (see below).



QUICKFIRE Q&A: NORTHAMBER EXECUTIVE CHAIRMAN ALEX PHILLIPS

What's the most underrated facet of your business? The breadth of specialist capability we now have across the group. Northamber, Nuvias UC, AVM, Tempura, Renaissance and Epatra give us genuine depth across UC, Pro AV, smart office, cyber and networking. The opportunity is to make that collective expertise increasingly easy for our partners to access.

Name one interesting trend that has impacted distributors operating in your sphere of the market in 2026. Convergence. AV, UC, networking and cyber are increasingly interconnected, while customers want outcomes rather than individual technologies.

25
M2M DIRECT

SPECIALISM: Memory and storage
VENDORS: Intel, Micron, Crucial, Samsung, SK Hynix, Lexar, Seagate
REVENUE: £63.7m (+15%)
HEADCOUNT: 19



Founded in 1998 by Chairman Ged Mitchell (right), this specialist memory and data storage distributor saw revenues bounce 15% to £63.7m in calendar 2025.

Trading in the opening months of 2026 has "remained encouraging" as the "positive momentum" experienced in the memory and storage sector in the second half of 2025 continued into the new year, the Bromley-based Samsung partner said in its annual accounts.

Serving the enterprise solutions and gaming markets, M2M also boasts a presence in the Netherlands through its M2M Europe BV arm.

24
INTEC MICROS

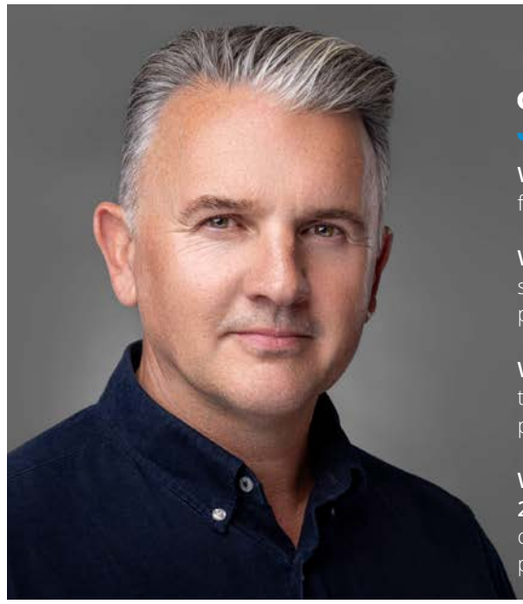
SPECIALISM: Challenger vendors
KEY VENDORS: Samsung, LG, Ubiquiti, Teltonika, Netgear, Nokia, NetAlly, Riello
REVENUE: £68.1m (+7%*)
HEADCOUNT: 65

This Chiltern Capital-backed distributor of challenger brands returned to profitability in its year to 30 June 2026 after slashing its cost base by £1.6m the previous year, its latest accounts show.

Revenues for the year totalled £68.1m, compared with £31.8m for the previous six-month period, while pre-tax profits hit £206,000.

Intec Micros remains a "relationship-led business" that "does not hide behind digital procurement", CEO John Hayes-Warren tells us (see page 23).

** Previous year's figure pro-rated*



QUICKFIRE Q&A: INTEC MICROS CEO JOHN HAYES-WARREN

What's your sweet spot/specialism? Creating market share for world-class challenger brands.

What's the most underrated facet of your business? We are still a relationship-led business. We pick up the phone, solve problems quickly and do not hide behind digital procurement.

What's been your business high point of 2026? Returning the business to profit while continuing to invest in the next phase of growth.

Which vendor or technology are you betting big on for 2027? Nokia, Samsung, Netgear and of course UI – we want to continue to build our services business as well – brands well positioned for the next wave of AI infrastructure investment.

23
DISTOLOGY

SPECIALISM: Cybersecurity
VENDORS: Okta, Tenable, Verkada, Yubico, OPSWAT, Exabeam, Horizon3, Halcyon, Snyk, Harmonic
REVENUE: £80m (+33%)
HEADCOUNT: 42

This Stockport-based cybersecurity VAD has put international expansion back on the agenda after swapping private-equity backers in September.

Revenues hit £80m in its year to 31 March 2026, with the UK generating around £60m of the total, according to numbers it broke out for us. It claims its 2027 tally is on course to hit £100m.

Under new backer ForeSight, the Okta and Tenable ally is on the hunt for acquisitions in Germany, Eastern Europe and the Nordics.

QUICKFIRE Q&A: DISTOLOGY CEO HAYLEY ROBERTS

What's your sweet spot/specialism? Cyber but specifically workspace, product security and OT security.



Which vendor or technology are you betting big on for 2027? Horizon3 is a big bet for us but alongside the potential from our larger vendors such as Okta and Tenable who have an excellent play in this age of AI which is exciting.

What's been your biggest IT distribution news story of the year? I would say our new PE investor. Some businesses our size would go straight to trade after one round of PE but we have so much to do to build our brand and value offering across Europe.

22
E92PLUS

SPECIALISM: Cybersecurity
VENDORS INCLUDE: Bitdefender, Cloudflare, Forcepoint, Ivanti, Keyfactor, Netwrix, Proofpoint, Tanium, Trend AI
REVENUE: £90.4m (+23%)
HEADCOUNT: 64

Having grown 12% in each of the two previous years, this cybersecurity VAD's top line swelled by a further 23% to £90.4m in calendar 2025.

Founded in 1989, the Surbiton-based outfit counts Cloudflare, Proofpoint, Tanium and Trend AI among its larger vendor franchises.

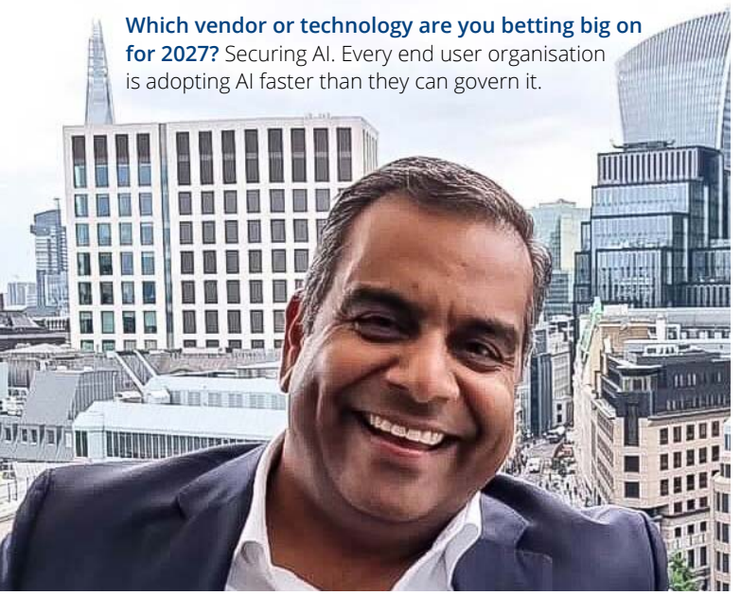
CEO Mukesh Gupta flagged the launch of its managed SOC as his high point of 2026, saying it enables e92plus' MSPs to "punch above their weight" (see Q&A below).

QUICKFIRE Q&A: E92PLUS CEO MUKESH GUPTA

What's your sweet spot/specialism? Cybersecurity, and only cybersecurity – it's in our DNA.

What's been your business high point of 2026? Launching our 24/7 managed SOC service. By becoming a managed security service distributor (MSSD), we are levelling the playing field for our MSPs and enabling them to punch above their weight in customer deals.

Which vendor or technology are you betting big on for 2027? Securing AI. Every end user organisation is adopting AI faster than they can govern it.



21
IGNITION TECHNOLOGY

SPECIALISM: Cybersecurity
KEY VENDORS: CrowdStrike, SailPoint, Abnormal AI, Beyond Trust, Illumio, Extrahop, DigiCert, Axonius, SendMarc, Cyberhaven
UK REVENUE: £93m (+15%)
UK HEADCOUNT: 53

Four years after selling up to Exclusive Networks, Ignition's CEO and CSO recently committed to staying on and leading the cyber VAD to a fresh €500m-revenue goal.

Still operating independently, it is the "scale up" alternative to its "scale-out"-specialist big brother Exclusive, which ranks 5th in this report.

Farnborough-based CrowdStrike, SailPoint, BeyondTrust and Abnormal ally Ignition saw revenues rise by around 30% in calendar 2025 to hit €282m, with the UK generating around £93m of that total (according to numbers it split out for us). Maintaining its current growth rate will enable the pan-EMEA outfit to hit its new half-billion target by the end of 2028, CEO Peter Ledger claimed.

QUICKFIRE Q&A: IGNITION UK&I COUNTRY MANAGER DAVE RISK



Which vendor or technology are you betting big on for 2027? Identity security is the technology area I'm betting big on for 2027. As organisations increasingly deploy AI agents alongside human employees, we're seeing the emergence of what we call the Unseen Workforce.

What's been your biggest IT distribution news story of the year? The tragic passing of John Dams from Cyber Fusion, a wonderful man and a huge loss to everyone.

Which of your peers has done a good job in 2026? Exclusive Networks, our big brother in the market! We get to leverage the value of a €7bn global organisation while remaining fast paced and independent in our activity.

QUICKFIRE Q&A: THE CHANGE ORGANISATION PROCUREMENT DIRECTOR JAI HOGBEN

What's the most underrated facet of your business? Speed and efficiency. Whether it's turning around RFQs, resolving problems with urgency or configuring hardware to meet spec requirements, we're able to achieve within hours what takes weeks with many others.



What's been your business high point of 2026? Growth. Our portfolio has substantially expanded, holding in excess of £30m across our key tier 1 vendors.

20
THE CHANGE ORGANISATION

SPECIALISM: Specialist distributor of IT hardware and software
KEY VENDORS: Ruijie, PNY, HPI, HPE, Dell, Lenovo, Microsoft Surface, Samsung
REVENUE: £114.9m (+60%)
HEADCOUNT: 92

In business since 1993, this specialist hardware distributor claims it can achieve "within hours what takes weeks with many others" when it comes to responding to RFQs or configuration (see above).

The Canterbury-based outfit generated a £3m pre-tax profit on revenues that beefed up 60% to £114.9m in its year to 31 March 2026, accounts show.

Alongside operating a sub-distribution business, The Change Organisation boasts direct distribution contracts with the likes of Ruijie Networks, Lindy, PNY and Dale Power Solutions, it confirmed to us.

19
IKONIC

SPECIALISM: PCs, hardware
KEY VENDORS: Lenovo, HP Inc, HPE, Dell/Dell Outlet, Riello, Ikonic BSI Refurbished, Teltonika, Power Technologies
REVENUE: £125.8m (-10%)
HEADCOUNT: 102

One of three employee-owned outfits in this report (alongside 31st-ranked Target Components and 22nd-ranked e92plus), this hardware distributor sees its sustainability and ESG focus as its sweet spot (see Q&A, below).

The Heywood-based outfit saw calendar 2025 revenues dip 10% to £125.8m.

Alongside acting as a sub-distributor and offering BSI-certified refurbished IT hardware, Ikonic holds official distribution agreements with the likes of Riello, Teltonika, Newline and Power Technologies.

QUICKFIRE Q&A: IKONIC CHANNEL DIRECTOR RUSSELL MACGOWAN



What's your sweet spot/specialism? Sustainability and ESG Leadership. We believe we are the UK's only carbon-neutral distributor, helping and empowering our reseller partners to navigate the increasingly important ESG landscape and make meaningful progress towards both their own and the end-user clients sustainability goals.

What's the most underrated facet of your business? The fact we are an employee-owned trust.

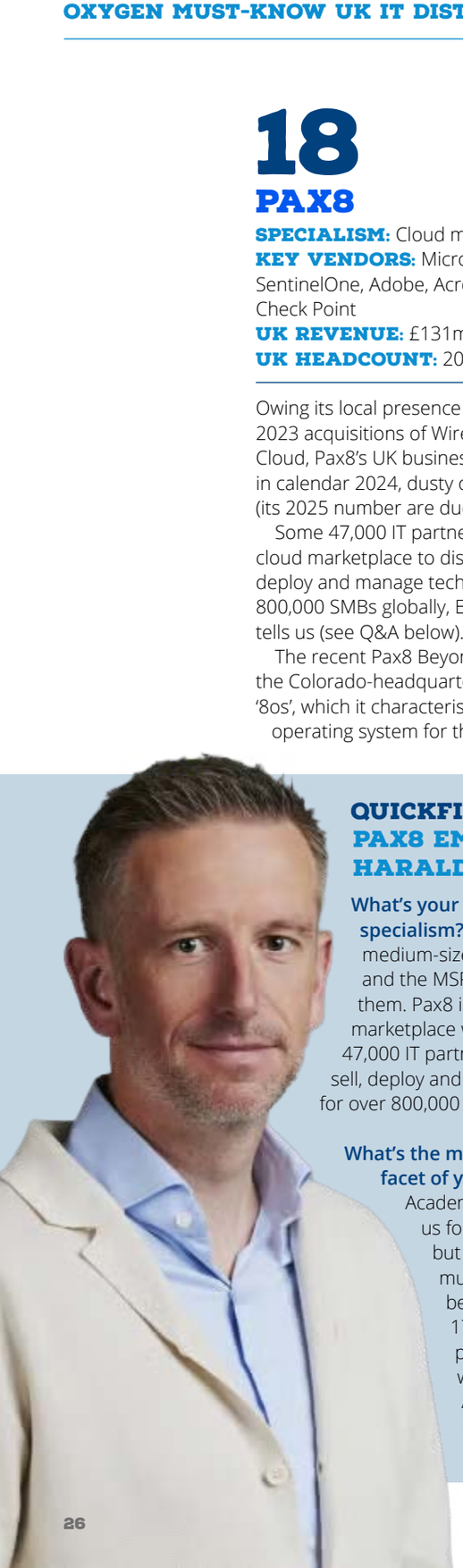
18
PAX8

SPECIALISM: Cloud marketplace
KEY VENDORS: Microsoft, Proofpoint, SentinelOne, Adobe, Acronis, CrowdStrike, Check Point
UK REVENUE: £131m (+58%)
UK HEADCOUNT: 204

Owing its local presence to the 2021 and 2023 acquisitions of WireHive and Bam Boom Cloud, Pax8's UK business turned over £131m in calendar 2024, dusty old accounts indicate (its 2025 number are due out soon).

Some 47,000 IT partners now use Pax8's cloud marketplace to discover, buy, sell, deploy and manage technology for over 800,000 SMBs globally, EMEA CEO Harald Nuij tells us (see Q&A below).

The recent Pax8 Beyond EMEA event saw the Colorado-headquartered outfit launch '8os', which it characterises as "the first operating system for the agentic workforce".



QUICKFIRE Q&A: PAX8 EMEA CEO HARALD NUIJ

What's your sweet spot/ specialism? Small and medium-sized businesses and the MSPs who look after them. Pax8 is a cloud and AI marketplace where more than 47,000 IT partners discover, buy, sell, deploy and manage technology for over 800,000 SMBs globally.

What's the most underrated facet of your business? Pax8 Academy. People know us for the Marketplace, but fewer realise how much training sits behind it. More than 17,500 people at partner businesses worldwide use the Academy, including over 2,600 in EMEA.

17
ASM TECHNOLOGIES

SPECIALISM: Disruptive tech and tail-spend management
VENDORS INCLUDE: Cubro, Nitro, Panzura, Recorded Future, Veracode, Infinidat
REVENUE: £151m (+40%)
HEADCOUNT: 95

This tail-spend management specialist last November opened an Atlanta office in an effort to boost its ability to serve its resellers and their international customers "wherever they are".

The Cheshire-based outfit – which also operates in Germany and France – saw revenues power up 40% to £151m in its year to 31 March 2026, according to soon-to-be-filed numbers it broke out for us.

"The great story behind this is it's a British company taking on the beast of Silicon Valley. If we can do this here, we can do it anywhere," CRO Iain Tomkinson said of the US move at the time.

16
UFP

SPECIALISM: Print and IT supplies
VENDORS INCLUDE: Brother, Epson, Kyocera, Lexmark, Oki, SanDisk, Western Digital, Verbatim
UK REVENUE: £153.8m (+14%)
UK HEADCOUNT: 104

Revenues at the Bradford-based, UK arm of this print consumables specialist rose 14% to £153.8m in calendar 2025, its latest accounts indicate.

Operating in Austria, Benelux, France, Germany, Spain and the UK, Paris-based UFP claims to turn over more than €1.26bn globally.

Alongside its established print proposition, UFP's UK business is pushing deeper into components distribution via partnerships with the likes of SanDisk, Western Digital and Verbatim, General Manager Adam Collier said.

"This is an important part of UFP's ambition to support the wider IT channel and ensure the business is not defined solely by its print heritage," he told us.

15
MAYFLEX

SPECIALISM: Converged IP solutions
KEY VENDORS: Excel (own-brand), Motorola, Axis, Hik Vision
REVENUE: £175.3m (+0.5%)

This Birmingham-based converged IP solutions specialist saw revenues inch up 0.5% to £175.3m in calendar 2025, according to numbers it shared with us.

Part of French B2B electrical products outfit Sonepar, Mayflex distributes IP CCTV products from the likes of Motorola, Axis and Hik Vision, alongside its own-branded Excel cabling and rack offering.

Mayflex's breadth and depth of stockholding is its most underrated facet, CEO Andrew Percival tells us (see Q&A below).



QUICKFIRE Q&A: MAYFLEX CEO ANDREW PERCIVAL

What's the most underrated facet of your business? Breadth and depth of stock holding.

What's been your business high point of 2026? Record revenue growth.

14
CLIMB

SPECIALISM: Software and cybersecurity
KEY VENDORS INCLUDE: VAST, Wasabi, Microsoft, Solarwinds, ManageEngine, Quest, Delinea, ControlUp, IGEL, Flexera, SmartBear
UK REVENUE: £211.8m (+50%)
UK HEADCOUNT: 135

Thanks partly to a first full-year revenue contribution from late 2023 acquisition DataSolutions, the top line of this software distributor's UK subsidiary shattered the £200m barrier in calendar 2025.

It drew £200.2m of the £211.8m of the total from the UK. Globally, Nasdaq-listed Climb's gross billings hit $2.1bn during the period.

The VAST, Quest and Solarwinds ally in March made its first European acquisition in two-and-a-half years in the shape of Greece-based interworks.cloud, before snapping French VAD NeoVAD last month.

"If we can get our European operations into that billion-dollar range, that will really have an impact on our Wall Street numbers," CEO Dale Foster told us following the deal.

"We're going to acquire two to three [European distributors] next year, and two to three the year after that."

QUICKFIRE Q&A: CLIMB CHANNEL SOLUTIONS CRO GERARD BROPHY

What's the most underrated facet of your business? Probably the amount of work that goes on behind the scenes to decide which technologies we put in front of our partners. In 2026 alone, we've reviewed 340 technology vendors.

What's been your business high point of 2026? We've expanded into South Africa and strengthened our European presence through the acquisition of interworks.cloud, a Greece-based business with an established presence across Southeast Europe. That brings additional cloud, Microsoft CSP and MSP expertise into Climb that we can leverage across markets, including the UK.



13
VIP UK

SPECIALISM: Components distribution and PC assembly
KEY VENDORS: ASUS, Corsair, Gigabyte, LG, MSI, Palit, PNY, PowerColor, Razer, Thrustmaster
REVENUE: £217m (+9%)
HEADCOUNT: 147

This components distributor and system builder's latest filed accounts – covering its year to 30 June 2025 – show revenue of £200m.

We have chosen to rank it by the more unofficial, record-breaking £217m fiscal 2026 tally it split out for us, however.

The Warrington-based ASUS and Corsair partner is investing heavily in workstation and server as it looks to tap into the datacentre and LLM boom, Sales Director Elliott Hodgeon tells us (see below).





QUICKFIRE Q&A: VIP SALES DIRECTOR ELLIOTT HODGEON

Which vendor or technology are you betting big on for 2027? We're investing heavily in workstation and server. As the world increasingly pivots to data centres and LLMs, it's important for VIP to support as a specialist in the sector.

What's been your biggest IT distribution news story of the year? The collapse of Exertis and Spire's integration into the broader Westcoast ALSO business has been particularly noteworthy for us, especially considering the similarity of product.

12
HAMMER DISTRIBUTION

SPECIALISM: Enterprise storage components
KEY VENDORS: Seagate, Western Digital, Dell, Supermicro, Nvidia, Micron, Toshiba, A10 Networks, Gigabyte, Microsoft
REVENUE: £293m (+4%)
HEADCOUNT: 192

This Basingstoke-based storage VAD is in the midst of changing owners after parent DCC Energy last month reached an agreement to sell its remaining distribution activities (under the 'Nexora' banner).

Hammer saw total UK/EU revenue rise 4% to £293m in its year to 31 March 2026, according to numbers it split out for us.

Impending new private-equity owner One Equity Partners will help Nexora "strengthen its footprint and capabilities", DCC claimed, adding that it will "maintain its strategy to acquire and accelerate specialist local trading brands".



QUICKFIRE Q&A: HAMMER MD JASON CHIBNALL

What's the most underrated facet of your business? For our technology portfolio, we don't just sell it. We design it, build it and ship it ready for install.

Name one interesting trend that has impacted distributors operating in your sphere of the market in 2026. Whilst we compete in portfolio terms with broadliners, it is evident that expertise and specialisms are equally valued by customers across the market.

11
CMS DISTRIBUTION

SPECIALISM: Software, networking, storage, datacentre and connectivity
VENDORS INCLUDE: Red Hat, Commvault, SolarWinds, DJI, Google, DrayTek, Toshiba, MSI
UK REVENUE: £312.7m (+3%)
UK HEADCOUNT: 244

Now employing 550 staff across eight countries, this Anglo-Irish distributor boasts one of the most diverse portfolios in this report.

UK subsidiary CMS Distribution Ltd saw revenues advance 3% to £312.7m in calendar 2025 as holding company Storit Ltd's total haul nudged £600m.

The London-headquartered Red Hat, Commvault and DrayTek ally recently completed the integration of Cables Direct, a cabling distributor it snapped up in 2023.

QUICKFIRE Q&A: CMS CHIEF BUSINESS OFFICER HUW JONES

What's been your business high point of 2026? Significant growth in our datacentre and storage business, helping partners translate demand for compute and storage into commercial opportunities.

Name one interesting trend that has impacted distributors operating in your sphere of the market in 2026. Continued consolidation is polarising the market between global distributors built for scale and agile specialists taking a more creative, entrepreneurial approach. CMS combines the strengths of both: international reach and scale, with the focus, flexibility and technical depth of a specialist.

10
INFINIGATE

SPECIALISM: Cybersecurity, cloud and network infrastructure
VENDORS INCLUDE: HPE, Akamai, Yubico, Extreme, CATO, KnowBe4, Fortra, Gigamon, SonicWall, Exabeam
UK REVENUE: £337.2m (+9%)

Upgrading its Juniper relationship into a deeper contract with new owner HPE marks the 2026 high point for the UK arm of this pan-European cybersecurity VAD, its UK&I Lewis Dick tells us (see page 30).

Sizing Infinigate's UK arm is a tricky affair due to a lack of consolidated accounts –



GIVE A LITTLE RESPECT

WHILE IT DISTRIBUTORS FAMOUSLY fight tooth and nail with each other for business, there's also a fair degree of mutual respect between them. When we asked their leaders which of their peers has done a good job in 2026, here's what a selection of them said...



Midwich. We compete in a number of areas, but they have done a strong job of building specialist expertise and positions in more technical markets.
Alex Phillips, Northamber

I like what Hayley Roberts is doing at Distology. I have never met her, but I know how hard it is at our size to differentiate and scale. Their latest PE backing and international expansion is impressive.
John Hayes-Warren, Intec Micros



QBS seem to be thriving in their given area of focus which goes to show what drive and ambition can achieve.
Hayley Roberts, Distology

Kite Distribution stands out for me. They've carved out a clear position around specialist and emerging technology procurement and have delivered strong growth.
Gerard Brophy, Climb



Pax8. They've continued to challenge conventional thinking around marketplaces, partner experience and recurring-revenue business models.
Olya Scekaturova, Westcon-Comstor

Westcoast deserves recognition for continuing to evolve and invest through significant industry change.
Huw Jones, CMS

Cyber Fusion. I love their elevator pitches on LinkedIn – a great way of getting a message across quickly and effectively.
Adam Williamson, Exclusive Networks

we improvised by totting up the fiscal 2025 revenue tallies of its historic Nuvias and Vuzion subsidiaries.

Globally, Bridgepoint-backed, Switzerland-headquartered Infinigate turned over €2.7bn in the same period (its website claims its fiscal 2026 tally hit €2.8bn).

Infinigate moved in July to appoint former NTT bigwig Kai Grunwitz to the post of Chief Growth Officer.



QUICKFIRE Q&A: INFINIGATE UK&I ALLIANCES DIRECTOR LEWIS DICK

What's been your business high point of 2026? Being appointed as Specialist Distributor for HPE Networking.

Which vendor or technology are you betting big on for 2027? Our secure AI stack and solutions. We are working with specific vendors on providing security for AI and AI-powered security.

What's your sweet spot/specialism? Taking a tech concept to market, vs a point product (with whatever service or value-add that entails).

Name one interesting trend that has impacted distributors operating in your sphere of the market in 2026. How to support partners in navigating the ever-changing AI-fuelled landscape, whether for good or bad we all need to be constantly learning.

9
GIACOM

SPECIALISM: Cloud, mobile comms and connectivity
KEY VENDORS: Microsoft, BT, Sky, Vodafone, VMO2, Cityfibre, Acronis, Barracuda, Bit Defender, Huntress
REVENUE: £485.6m (+16%)
HEADCOUNT: 833

Giacom "continued to perform well" in its year to 31 March 2025 as revenues powered up 16% to £485.6m, according to its most recently filed (albeit slightly old) accounts.

Stripping out the contribution of acquisitions, like-for-like growth hit 7.2%.

Built on the combination of the DWS, Union Street and Giacom brands – and bolstered by its late 2023 acquisition of intY – the London-based, Inflexion-backed distributor claims to serve over 6,000 UK channel partners.

It is "unique" in its ability to offer telecoms and cloud services on a single marketplace, according to Chief Strategy Officer Nathan Marke (see Q&A below).

QUICKFIRE Q&A: GIACOM CHIEF STRATEGY OFFICER NATHAN MARKE

What's the most underrated facet of your business? Our breadth of portfolio on one platform. We are unique in offering both telecoms and cloud services on a single marketplace, making life simple for our partners looking to offer complete solutions to their customers.



What lessons, if any, did you glean from the collapse of the fourth largest distributor in last year's line-up (Exertis UK)? It's not just Exertis. The telecoms wholesale world has had a major disruption with the administration of PXC and the wider Talk Talk Group. Long term thinking, resiliency and stability are key fundamentals for any wholesale or distribution business.

8
MIDWICH

SPECIALISM: Audio visual and UC
KEY VENDORS: Absen, Epson, iiyama, LG, Logitech, Neat, Philips, Samsung, Shure, Sony
UK REVENUE: £508.3m (+7%)
TOTAL HEADCOUNT: 1,859

Alongside Softcat and Computacenter, the UK IT channel has a third (albeit slightly lesser-known) LSE-listed export success story in the form of this Norfolk-based AV distributor.

Diss-headquartered Midwich's UK top line bulged 7% to £508.3m in calendar 2025, on roughly flat total revenues of £1.27bn.

It claims to hold a 3-4% share of a global Pro AV addressable market worth $45bn annually (and a less than 1% share of the total $300bn global Pro AV market).

UK&I COO Ross Floyd pinpointed the five-year anniversary of Midwich's Innovation House – which has now welcomed in more than 11,000 visitors – as his annual highlight (see Q&A below).

QUICKFIRE Q&A: MIDWICH UK&I COO ROSS FLOYD

What's been your biggest IT distribution news story of the year? Logitech joining Midwich UK&I's portfolio in January has been a standout development in 2026.

Which vendor or technology are you betting big on for 2027? AI-powered workplace collaboration is a big opportunity for 2027. As meeting rooms become smarter and easier to manage, solutions combining AI, interoperable AV and centralised control will be key, creating opportunities for brands like Neat, Biamp and Logitech.



7

QBS SOFTWARE

FOCUS: Speciality software
KEY VENDORS: In excess of 13,000 ISVs including OpenText, Quest, Sharegate, TeamViewer, Docusign, JetBrains
REVENUE: £523.6m (+78%)

Revenues at this London-based software distributor swelled 78% to £523.6m in its year to 31 March 2026, as Prianto and other recent international acquisitions inflated its top line.

That's according to numbers it split out for us (we understand the UK generates roughly 40% of that total, but have chosen to rank it by its total number due to a lack of any precise local figures).

Now claiming to have over 13,000 ISVs on its software delivery platform, QBS in May won a King's Award for International Trade.

2026 has been the "lumpiest year ever for deals", CEO Dave Stevinson tells us (see Q&A right).



QUICKFIRE Q&A: QBS SOFTWARE CEO DAVE STEVINSON

What's the most underrated facet of your business? Our renewals management engine with a NRR (net retention rate) of over 107%.

Which vendor or technology are you betting big on for 2027? I am sure everyone will say AI, but I am going to say IA = intelligent automation.

Name one interesting trend that has impacted distributors operating in your sphere of the market in 2026. We went through the SaaSpocalypse, SaaSageddon, SaaStrophe and are now in a SaaSurgence. It has been the lumpiest year ever for deals.

6

WESTCON-COMSTOR

SPECIALISM: Cloud, cybersecurity and networking
KEY VENDORS: AWS, Cisco, Check Point Software, CrowdStrike, Extreme Networks, F5, Palo Alto Networks, Zscaler
UK GROSS SALES: £557.8m (+3%)

Westcon-Comstor's UK arm saw revenues rise 3% to $745.5m (£557.8m) in its year to 28 February 2026, according to numbers it broke out for us.

The cyber, networking and cloud specialist in July united its UK Westcon and Comstor sales organisations under the leadership of former Computacenter and Insight exec Olya Scekaturova, before opening a new "flagship" office in St Paul's in September.

Globally, the 3,500-employee distributor generated $5.7bn of South African parent Datatec's $8.5bn gross sales during the same period. A refinancing move this summer, in which Datatec sold a 5% stake of the business, valued Westcon-Comstor at $950m.

The UK business is betting big on vendor allies Cloudflare, UiPath and Meter to bring home the bacon in 2027, Scekaturova tells us (see right).



QUICKFIRE Q&A: WESTCON-COMSTOR VP SALES UKI OLYA SCEKATUROVA

What's been your business high point of 2026? Leading the transformation in bringing our Westcon and Comstor teams together, creating a unified 'one team' culture and in turn unlocking vast new opportunities for our partners and vendors.

Which of your peers has done a good job in 2026? Pax8. They've continued to challenge conventional thinking around marketplaces, partner experience and recurring-revenue business models.

Which vendor or technology are you betting big on for 2027? AI-enabled cybersecurity will be a key technology trend. In terms of vendors, we see huge growth potential for Cloudflare. We are also excited about automation and AI with UiPath, code quality and security verification with Sonar, and networking-as-a-Service (NaaS) with Meter.

5

EXCLUSIVE NETWORKS

SPECIALISM: Cybersecurity
KEY VENDORS: Fortinet, Palo Alto Networks, ServiceNow, Rubrik, Mimecast, Rapid7, Netskope, SentinelOne, Infoblox, Thales
UK REVENUE: £767.1m (+25%)
UK STAFF: 285

This Paris-headquartered VAD's UK arm grew revenues by a quarter to £767.1m in calendar 2025, recently filed accounts indicate.

In a departure from its usual cyber stomping ground, Exclusive on 1 October became ServiceNow's sole EMEA distributor as the $13bn-revenue ITSM vendor moved to a multi-tier model in the region.

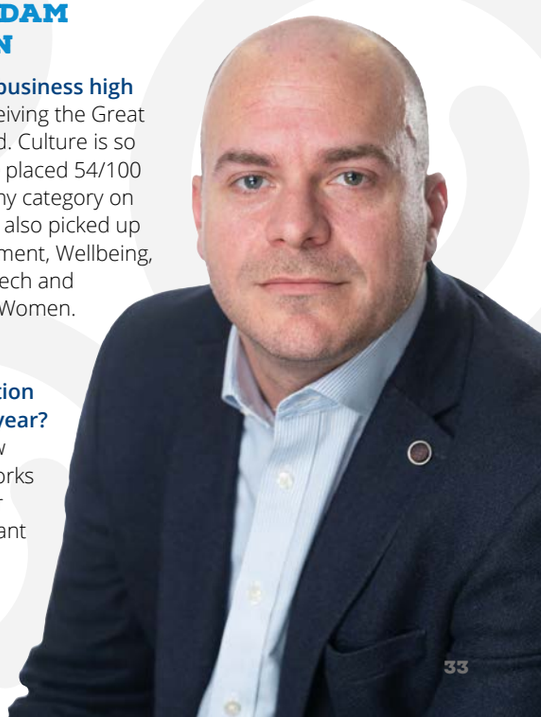
It is in the process of building a 70-person ServiceNow team designed to complement the major cyber partnerships it holds with the likes of Fortinet and Palo Alto Networks.

Globally, Exclusive Networks' gross sales hit a touch over €5bn in the last full-year period before it completed a take-private move last March.

QUICKFIRE Q&A: EXCLUSIVE NETWORKS UK COUNTRY MANAGER ADAM WILLIAMSON

What's been your business high point of 2026? Receiving the Great Place to Work Award. Culture is so important to us. We placed 54/100 in the Large company category on our debut and have also picked up awards for Development, Wellbeing, Best Workplace in Tech and Best Workplace for Women.

What's been your biggest IT distribution news story of the year? Bringing ServiceNow and Exclusive Networks together. Two major players, one significant opportunity for the cybersecurity channel.



4

ARROW ECS

SPECIALISM: IT infrastructure, cloud and cybersecurity
VENDORS INCLUDE: Microsoft, Broadcom, Citrix, Fortinet, IBM, NetApp, Nutanix, Veeam
UK GROSS BILLINGS: £1.1bn (-1%)
UK HEADCOUNT: 363

The world's third largest IT distributor is the fourth largest in the UK, recently filed accounts showing flattish calendar 2025 gross billings of £1.12bn indicate.

Arrow ECS is the cloud, cyber and IT infrastructure-focused arm of Arrow Electronics, which generated total revenues of $30.9bn last year.

The NYSE-listed outfit – which doubles up as a distributor of industrial components – has been on the hunt for a permanent CEO since Sean Kerins resigned last September.

Arrow ECS' UK arm is betting on AI to light up its 2027, UK& Sales Director Anthony Dobson tell us (see Q&A below).

QUICKFIRE Q&A: ARROW ECS REGIONAL DIRECTOR, SALES ANTHONY DOBSON

What's the most underrated facet of your business? Our ability to join the dots. Bringing our vendors and channel partners together as agents of change, aligning technology and expertise around the business outcomes end-customers need to achieve.

What's been your business high point of 2026? So far, seeing AI move from experimentation into practical, commercial use cases that channel partners can take to end-customers.



3

INGRAM MICRO

SPECIALISM: Broadliner
KEY VENDORS: Apple, Cisco, Dell, HP, HPE, Lenovo, Microsoft
UK REVENUE: £1.43bn (+3%)
UK HEADCOUNT: 1,104

At least going by the cumulative UK turnover total displayed in its two main UK subsidiaries, Ingram's UK top line hit £1.43bn in calendar 2025.

This number comes with a major hazard warning, however, given that it is a net rather than gross tally (top-ranked TD Synnex's net sales aren't much higher than Ingram's, at £1.7bn).

We have also opted not to include Ingram-owned Comms-care's £30m-revenue contribution in the total (primarily due to a lack of fresh accounts).

Now styling itself as a "platform company", the world's second-largest distributor is on a mission to become "the industry's intelligent operating system for the B2B IT ecosystem" via its Xvantage platform.

Late last month, CFO Mike Grainger said Ingram "followed the best second quarter in our history with a third quarter that again broke multiple records" as net sales for the three months ending 26 September 2026 vaulted 21% to $15.2bn.

Fuelled by AI infrastructure demand, its Advanced Solutions arm grew by 40% during the quarter.

2

WESTCOAST

SPECIALISM: Broadliner
KEY VENDORS: Apple, HPI, HPE, Microsoft, Xerox, Lenovo, Samsung, Dell, ASUS, Google
UK REVENUE: £2.82bn (+4%)
HEADCOUNT: 935

Now styling itself as Westcoast, 'Powered by ALSO', this Theale-based giant's UK revenues rebounded by 2.8% to hit £2.82bn in calendar 2025 (after sliding 1.4% the previous year).

Adding in the contribution of its overseas businesses (notably in France and Ireland),



the Apple, HP, HPE, Xerox and Microsoft ally posted flat revenues of £3.33bn in the same period.

Westcoast has since February 2025 been part of Switzerland-based broadliner ALSO, which generated total net sales of €15.2bn last year.

We have added the small £30m contribution of ALSO Cloud's UK business to the revenue total in the profile header (which we understand would be a touch higher but for the fact it is a net rather than gross sales tally).

A quartet of execs – including Chief Commercial Officer UK&I Phil Bell – are set to take the reins of the 935-employee business in January as long-serving MD Sunil Madhani leaves the business.

QUICKFIRE Q&A: WESTCOAST CHIEF COMMERCIAL OFFICER UK&I PHIL BELL

What's been your business high point of 2026? The feedback from our people and the retention of people following the final integration with ALSO. The transition has been smooth and the people are energised.

Which vendor or technology are you betting big on for 2027? We are betting on ourselves! Partners are asking us for more which we love! We are investing in key areas like data insights, solutions design and professional services to support our partners.

Name one interesting trend that has impacted distributors operating in your sphere of the market in 2026. Pricing volatility.

What's the most underrated facet of your business? Desire to win and delight both our vendor and customer partners.

What's been your biggest IT distribution news story of the year? We have enjoyed watching the acquisitions in the market and the growth of the UK&I business.

What lessons, if any, did you glean from the collapse of the fourth largest distributor in last year's line-up (Exertis UK)? Still a tragic story and a good few reminders served.





1
TD SYNNEX

SPECIALISM: Broadliner
VENDORS INCLUDE: Apple, AWS, Cisco, Dell, Google, HP, HPE, IBM, Lenovo, Microsoft, Samsung, VMware/Broadcom
UK GROSS REVENUE: £3.50bn (+21%)
UK HEADCOUNT: 1,249

In a mark of its stellar run of form in 2026, TD Synnex was in October held up on stage by analysts at the Canalys Forums EMEA as one of the global IT channel's best performers.

The world's largest IT distributor is also top dog in the UK, with gross invoiced income (GII) of £3.50bn in its year to 30 November 2025 enough to narrowly edge out Westcoast and Ingram.

Having broken the $100bn GII runrate barrier in June, TD Synnex saw its global growth accelerate to 40% in its Q3 ending 31 August 2026.

Part of the credit goes to TD Synnex's burgeoning hyperscale supply arm, Hyve, whose GII more than doubled during the period to $7bn.

Distribution GII still advanced by an impressive 27% to $24.8bn.

The UK business shares CEO Patrick Zammit's aspiration of outgrowing the market, UK&I VP Dave Watts told us in September.

"And we are," Watts said.

This includes in TD Synnex's "key market" of SMB, where Watts said the UK business now consistently has a market share of over a third.

"We put on five percentage points of market share in SMB in four years through deployment of teams, resource, electronic tools, and all that stuff we talked about earlier," he said.



QUICKFIRE Q&A: TD SYNNEX VP UK&I DAVE WATTS

What's been your business high point of 2026? Growing and maintaining a higher share of the SMB market. That's a tangible indication that we are delivering what partners really need. We continue to strive to do more and be better.

Which vendor or technology are you betting big on for 2027? AI is still the big opportunity. As we've noted recently on *IT Channel Oxygen*, many partners are only just getting started with AI. Cloud and cybersecurity also continue to be key areas.

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