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CloudLab announces expansion of its global distributor network

CloudLab signs cooperation agreements with three new European distributors



The Nordics, United Kingdom and Poland are from now on served by selected distributors. The aim is to push further the market penetration of CloudLab's established printQ system.

CloudLab's CEO Marc Horriar considers this a further step on the way to the logically consistent internationalization of the company. "CloudLab intends to further expand its position as technology and market leader in the web to print segment. Through strategic cooperation with selected distributors, we will be able to respond better to regional market conditions and to satisfy customer requirements more flexibly. We continue to focus on the development of a global distributor network in order to successfully continue our expansion course".

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The new, powerful partners of CloudLab

[Transeo Media Ltd.](#), the leading UK provider of software solutions, has been appointed the UK supplier of all printQ products in the United Kingdom.

MD Neil Bather is excited about the new duties: “Transeo Media works hard to continuously learn about innovative products as well as listening to our customers’ needs and have never been more certain on a solutions partner as we are with CloudLab. This partnership will give Transeo Media and our customers a competitive edge in these dynamically changing and evolving industries.”.

For Denmark, Finland, Norway and Sweden, CloudLab has chosen to cooperate with [VBS](#) from Sweden. Marc Horriar found praising words for this partnership: “It is a pleasure to work with VBS in the four Nordic countries. The stability and quality of the markets there - especially in the printing industry - renders the expansion into this region so exciting. VBS has a solid experience in both the market and the technology. Together we have great plans for the coming years!

For the Polish market CloudLab has decided to partner with [Digiprint PL](#). Digiprint is a well-known company in the Polish printing market and has an impressive portfolio of worldwide leaders of the printing and finishing industry, such as HP, Esko or Highcon. This year, Digiprint celebrates its 20th anniversary and is proud of its diversified range of services: prepress solutions, software, hardware, packaging design, digital printing and its nationwide service department.

CloudLab Sales & Management GmbH is one of the world's leading providers of innovative, browser-based web to print and web to pack solutions. With its many years of experience in the field of printing and software development, CloudLab advises and supports more than 250 customers worldwide at five locations across all industries.

The idea behind printQ, CloudLab’s eCommerce solution for print shops: Web to print made as easy as possible, based on the latest technologies. Usability, responsive design and workflow automation included.

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