

Meru Networks appoints Sistelec for Spanish distribution

Spain takes a leap into the technology market, after its new government demands for innovation to grow stronger

London, UK, 4th June 2008 – [Meru Networks](#), the leader in mobility infrastructure for data, wireless voice (VoIP) and video today announced that it has appointed Pamplona headquartered Sistelec, a Spanish importer and distributor of networking products and solutions. Following on from the launch of Meru's [new partner program](#) last week, the partnership represents another entry by Meru into a marketplace which will increase their already-well-established portfolio of deployments. Healthcare, education and SMEs will be Sistelec's main targets to introduce Meru's unique access point architecture to.

During the recent elections, a huge emphasis was placed by the Spanish Government on the need for technology innovation. Sistelec, the pioneers in distributing wireless solutions, will support and provide this demand for the country's fast changing public sector which has an increasing need for ubiquitous broadband internet. Whilst sectors such as the construction industry in Spain have declined in market growth, technology has continued to increase year by year.

Dave Kelly, VP EMEA at Meru explained: "Spain's appetite for advanced networking solutions is growing rapidly and this partnership aims to support and take full advantage of this. The combination of our unique wireless infrastructure technology and Sistelec's highly skilled workforce is an excellent and competitive pairing that can offer more choice to this important market."

Whilst others have created WLAN switch architectures, Meru has focused primarily on ease of deployment and central management of access point (AP) configuration parameters. Solving this problem is both important and necessary, but it is not enough. The key challenge in a pervasive wireless LAN deployment is managing contention, interference and Quality of Service (QoS) in a dense Wi-Fi environment. Meru has done just that with its WLAN System.

The Meru Wireless LAN Controller provides centralized management and control of Meru Access Points. Meru Wireless LAN Controllers intelligently manage the RF spectrum to deliver a wireless LAN network that is as reliable as the wired network. Intelligent management of client access ensures the highest performance for dense voice and data applications, delivering a true converged voice and data WLAN network.

Monica Perez de Larraya, Marketing Manager at Sistelec commented: "Sistelec focuses strongly on differentiating itself from the competition and Meru's unique single cell architecture gives the Spanish market the lift it needs. This makes us the pioneer distributing this type of technology as a wholesaler for wireless solutions in a much in demand market."

Meru's VirtualCell architecture is defined by access points that coordinate with one another to the extent that they don't interfere and can co-exist. Every access point uses the same a/b/g/n Wi-Fi channels. The VirtualCell approach simplifies channel mapping making it easier more cost effective to deploy and grow especially for users wanting to migrate to the next generation wireless standard, draft 802.11n.

About Meru Networks

Meru Networks is the global leader in wireless mobility infrastructure solutions that enable the All-Wireless Enterprise for Fortune 500 educational, healthcare, enterprise, and government markets. Its industry-leading innovations deliver pervasive, robust wireless service for business-critical applications. Meru's award-winning Air Traffic Control technology brings the benefits of the cellular world to the WLAN environment, and it offers the only solution on the market that delivers the reliability, scalability, and security necessary for converged voice and data services over a single WLAN infrastructure. Founded in 2002, Meru is based in Sunnyvale, California. For more information, visit www.merunetworks.com.

About Sistelec

Sistelec is a value-added wholesaler distributor focused on advanced telecommunication solutions and services. Sistelec is a specialist in indoor and outdoor wireless communications (WLAN, WWAN). The Spanish headquarters are in Pamplona with offices in Barcelona, Madrid, and Malaga. During the last 25 years Sistelec has given pre and after-sales services with viability studies, technical investigation and training, and engineering services. Sistelec has become an expert in public security, video surveillance, wireless projects for rural and business environments. Sistelec works with the Total Quality model and has been awarded with the ISO 9001 Quality Certificate since 2003. For more information, visit www.sistelec.es or call +34 (0)902 24 00 54.