

Italy's Number One Distributor Fiore joins Meru Network's partner program

Fiore promises economic benefits for customers and end-users

London, UK - 10th June, 2008 – [Meru Networks](#), the leader in workplace mobility infrastructure for data, wireless voice (VoIP) and video, today announced that Italian distributor [Fiore s.r.l.](#) Networking & Connectivity (“Fiore”) has been appointed as a distributor of Meru Network's equipment. Fiore, a well-established company of 25 years, currently leads the Italian market in both cabling systems and VoIP with Avaya's IP Office and Multi Message Express solutions. Other major brands in their suite include Tyco Electronics, Brand-Rex and Siemon for structured cabling systems, Fluke for testing instruments and Metasystem for UPS. On the top of that, Fiore distributes its own production rack cabinets for networking and IT infrastructures.

Meru's unique Single Channel and Virtual Cell architecture is defined by Access Points that coordinate with one another to the extent that they don't interfere and can co-exist. This allows for better upgrades from 802.11a/b/g to 802.11n. Coupled with the auto configuration of the access points, the Meru solution provides greater stability and robustness of the network – an economic benefit to customers and end-users. Currently, Fiore competes with major Italian players such as EDS LAN, Elmat, Decnoael, and Tech Data – none of which are Meru distributors. This, along with Meru's distinctive technology, will give Fiore the competitive advantage needed to accomplish their goal of becoming the Number One distributor of Wi-Fi in Italy.

Dave Kelly, Meru VP for EMEA explained, *“Fiore offers high-quality products to over 14,000 customers on their database, which also includes system integrators. Fiore is taking the complete Meru portfolio on board – the first to do so in Italy. Having this market leader onboard is the next step towards Meru's plans for expansion across Southern Europe and complements our overall EMEA growth strategy.”*

Maurizio Lavagna, Sales Director at Fiore, said, *“As a customer you have a choice between wired and wireless solutions. I have known about Meru for a while and when I was contacted by Juan Orozco [Meru Regional Sales Manager Southern Europe], we were eager to get involved as soon as possible. We used the Cabling Trade Fair in Milan as a networking opportunity and already have a few potential customers in the pipeline. In order to give the best possible service to our future Meru customers, we have already trained and certified three of our engineers for Meru Networks’ technology.”*

The new Meru Partner Program, launched last month, is designed to enable and reward partners for the value they add in helping customers address business critical wireless challenges. The program delivers financial incentives and simplified program requirements to help partners leverage Meru Networks’ fourth-generation WLAN technology while being more competitive in the marketplace. For more channel information, please refer to www.merunetworks.com/partners/.

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 Fiore

Since 1983, Fiore has distributed components for the networking and connectivity. Thanks to high customers rating, Fiore has reached a leader position in Italy in supplying companies with products for the cabling and racks 19” specifically produced and designed directly by Fiore.

Fiore has territorially spread out with three commercial and logistic branches in Vicenza, Roma and Bari. Fiore has been developing its offer including some important brands of VoIP telephone networks, active network devices,

indoor/outdoor wireless devices and equipment, UPS and cabling certification tester, in order to provide customers with a one-stop-shop.

What has actually made Fiore stand out from the competitors is the idea of giving high quality training to its employees and timely technical support to the customers. This idea has developed with the establishment of a training center specific for VoIP telephony, wireless systems and optical fiber processing and measurement, besides the establishment of a pre and post sale technical team trained at the vendors' headquarters in UK, Germany and USA.

For more information, visit www.fioresrl.com or call +39 (0)2 99 00 151.