

## Global Distribution Agreement with Winncom Technologies Will Deliver Fontech's WiFi Solutions to Customers in 90 Countries

**24 JANUARY 2018. MADRID & CLEVELAND.** - Fontech, the technology arm of Fon and leader in WiFi software for operators and enterprises, and Winncom Technologies, one of the biggest wireless distributors worldwide, have just signed a global distribution agreement that will make Fontech's portfolio of solutions available to over 10,000 customers around the world.

The new deal is an important strategic move for both companies. With a proven track record as the WiFi solutions provider of choice for leading telcos globally, Fontech has been actively expanding its offering for the channel segment over the past months, as demand for WiFi solutions grows beyond the playing field of carriers alone.

The distribution of managed WiFi services is a new business line for Winncom Technologies, who have traditionally focused on WiFi hardware. Igor Kurochkin, VP, Global Vendor Management & Marketing at Winncom Technologies stated, "As we look at current trends, we see wireless access becoming an expected necessity. The demand is driven by the necessity of connectivity within our Smart Homes, Smart Enterprises, and Smart Cities. Additional offerings based on WiFi will allow our customers to expand their value-added services without large investments in infrastructure. Utilizing Fontech's solutions and tremendous experience in WiFi sharing, Winncom Technologies will provide its clients with additional ways to expand their portfolio, increase customer satisfaction, and help their users to prepare for the IoT revolution."

The company will be distributing Fontech's growing portfolio of cloud-based software, which includes Guest WiFi, Enterprise Control, Connectivity Experience, and Home WiFi, in 90 countries. Alex Puregger, CEO of Fon, recently commented on the agreement: "We are at an exciting moment for the industry as demand for WiFi booms across all verticals. Based on over a decade of experience developing WiFi technology, we have built a robust portfolio of solutions that enable operators and enterprises to unlock new business opportunities through the provision of value-added WiFi services. So we are delighted to have signed this deal with Winncom Technologies. Working together, we will be able to deliver Fontech's innovative solutions on a massive scale, meeting the increasing demands of distributors and system integrators who are looking to tap into this exponentially growing market."

The companies will be officially presenting the deal at their European Roadshow "Winncom Day of Innovations" which will be held in Birmingham and London on the 6th and 8th of February consecutively, as well as in Greece, Italy, Spain, and the Nordics at a later date.

### About Fontech

**Fontech**, the technology arm of Fon, makes managing and operating WiFi smart and simple for operators and enterprises. Our portfolio of software-based solutions and team of experts empower our clients to deliver carrier-grade WiFi services in a secure, scalable, and uniquely flexible way, enabling an exceptional WiFi experience for their customers. We are the trusted WiFi software provider to top-tier global telcos and enterprises such as the Deutsche Telekom Group, SoftBank, Telstra, and Vodafone Group. More information at [fontech.com](http://fontech.com)

**Fon** is the global WiFi network. We pioneered residential WiFi sharing over a decade ago and, together with leading telcos, we've built the world's largest WiFi community of over 21 million hotspots. We are experts in keeping people seamlessly connected by aggregating residential and prime public WiFi footprints, as well as facilitating interconnection between WiFi networks. Our



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global clients include AT&T, British Telecom, Eircom, KPN, Proximus, Travel Club, and Virgin Mobile.  
Discover more at [fon.com](http://fon.com)

### **About Winncom Technologies**

Winncom Technologies Inc., a worldwide value-added distributor of wireless and wired broadband equipment and services, enables the most sophisticated types of communication to happen by providing our customers with cutting-edge and industry-leading products and solutions. Our RF & BusDev experts are forging the way, engineering applications that satisfy user needs and produce business results. We offer top-of-the-line products, solutions and services for your telecommunication systems. Winncom Technologies is headquartered in Cleveland, Ohio, US, and remains a broad-reaching worldwide presence with local experts in many corners of the world. More information at [winncom.com](http://winncom.com)

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