



## **XipLink and Virtel Announce Distribution Partnership for MENA** *Offers design services, advanced logistics and rapid inventory for customers*

**January 15, 2018 – Montréal, QC and CABSAT, Dubai UAE:** XipLink, the technology leader in Wireless Link Optimization, and Virtel, a leader in satellite hardware and equipment distribution, have announced a Value-Added Distribution partnership that will provide XipLink Appliances (XA) and Specialty (XS) products to the MENA marketplace. In addition, Virtel will also distribute the new XipLink Virtual (XV) product line for solutions in software defined architectures. The distribution agreement is effective immediately with first orders in-house and personnel in training. Key points of the agreement include;

- Advanced logistics utilizing Virtel existing shipping relationships and software tools to insure high quality delivery at reasonable prices.
- A base inventory in Dubai's Jebel Ali free-trade zone that will allow rapid shipment of popular products with no customs cost and direct access to XipLink inventory in Canada for larger orders with immediate fulfillment.
- One central location in MENA to ship repairs and conduct loaner transactions.
- Trained network engineering personnel in the Middle East time zones that will aid customers in design and other considerations for TCP acceleration and WAN optimization systems for satellite and wireless communications.

Mr. Omar Aloosi, Managing Director of Virtel, states "At Virtel, we pride ourselves on being a 'one-stop shop' for satellite broadcast and VSAT equipment. TCP Acceleration and Wireless Link Optimization are becoming more important components for complete network design due to the benefits of using all available satellite capacity with acceleration, rapid end-user response time by "fast-start" technology and increasing effective bandwidth at minimal cost via several compression schemes. Virtel is thrilled to be working closely with XipLink as the recognized leader for satellite network optimization".

Jack Waters, CEO at XipLink notes "Virtel has earned an excellent reputation for distribution in the Middle East and North Africa geographies, handling local shipping requirements but also more complex worldwide logistics for their customers. A key ingredient is designing correct configurations for TCP acceleration or WAN optimization projects and we are happy to work closely with Virtel to achieve excellent broadband performance for the end customer."

### **About XipLink, Inc.**

XipLink is the leading independent global technology provider for wireless link optimization using standards-based SCPS protocol acceleration, streaming data compression and Internet optimizations to deliver a better wireless experience over stressed communication links. XipLink is a privately-owned company with headquarters in Montreal, Quebec (Canada), integration facilities in Ashburn, Virginia (USA) and field personnel worldwide.

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