

Transmode Announces Winners of Its Annual Partner Awards

Thursday 18 September, 2014

Transmode, a global supplier of packet optical networking solutions, today announced the winners of its annual partner awards. The two main awards for the "Best Customer Evolution" and "Best Competitive Win" were awarded to NEC de Mexico S.A. and Telindus BV (Netherlands), respectively.

The Transmode partner awards are presented in recognition of the exceptional work done by systems integrators and value added reseller partners, which continue to have had a major impact on Transmode's growth and business development.

NEC de Mexico S.A. won the "Best Customer Evolution" category because of its team's resourcefulness, and its long-term vision in the face of a challenging regulatory environment. Vileen Dhutia, Transmode's Global Partner Business Development Director, commented "The team at NEC de Mexico showed a firmness of purpose and ingenuity in order to expand business with a major client. NEC de Mexico also showed customer commitment by maintaining a high level of service through a long-term customer-wide freeze of investment and managed to secure new business across a growing portfolio of products and customer applications."

The "Best Competitive Win" award was presented to Telindus BV because the team's successful use of consultative selling by both the technical pre-sales and sales team members. Vileen Dhutia continued, "The Telindus team tailor-made professional services around a cost-effective passive WDM network deployment that supported both B2B services and LTE backhaul. In addition the team managed to ensure that the value of the higher functionality and performance of the solution was fully understood and appreciated by the customer."

Other performance awards were given to the following Regional Partners:

Top Regional Partner award in Europe was given to Xantaro UK.

Top Regional Partner award in the Nordic, CIS & MEA regions was given to ATEA Sverige AB.

Top Regional Partner award in the Americas was given to SAK Data.

All winners were presented with a trophy by Ola Elmeland, Transmode's Vice President Marketing and Communications, at Fotografiska, a prestige venue in Stockholm housing one of the world's best collections of contemporary photography. The awards ceremony was part of Transmode's Global Partner Business Conference 2014, where all partners were given updates on the latest technological and business developments from Transmode. This year the event expanded to cover more than the traditional technology updates with a focus ways of doing business together and Transmode's recently restructured partner program.

Ola Elmeland, commented, "We are delighted to recognize all our partners for their exceptional contribution to Transmode's business success. All of the award winners have been able to demonstrate excellent service in order to meet specific customer needs which ultimately benefits, the end customers, the partners and Transmode."

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About Transmode

Transmode is a global provider of packet-optical networking solutions that enable fixed line and mobile network operators to cost effectively address the capacity needs created by the rapid growth in video and data traffic. These solutions are important building blocks in next-generation high-speed optical networks that support services such as broadband backhaul, mobile data backhaul, video delivery services and cloud computing.

Transmode's solutions are designed to increase the capacity, flexibility and functionality of metro and regional networks and are based on Wavelength Division Multiplexing (WDM) and transport technologies such as Ethernet. Transmode's Native Packet Optical 2.0 architecture gives customers key advantages such as cost efficient Ethernet services, ultra-low latency, low power consumption and future proof network design.

Transmode is headquartered in Stockholm, Sweden and is listed on the NASDAQ OMX Stockholm Exchange (TRMO). Since 2000 the company has installed more than 45,000 systems for over 550 fixed and mobile network operators, service providers, large enterprises and public institutions in over 50 countries across the globe.

For additional information about Transmode, please visit www.transmode.com

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