

Eurotech announces distribution agreement with IPC2U for Germany, Austria, german-speaking Switzerland and Eastern Europe

Amaro, ITALY – July 2nd, 2015 – Eurotech, leading supplier of embedded technologies, products and IoT / M2M systems, signed a comprehensive distribution agreement with IPC2U GmbH, one of Germany's leading supplier of industrial computers. IPC2U is responding to the increasing demand of partners, systems integrators and enterprise customers for rugged industrial communication solutions made in Europe. The new distribution agreement marks an important milestone concerning Eurotech's aim to generate higher revenues through business partners and provides IPC2U the opportunity to enhance the portfolio of offerings to wider basis.

IPC2U headquartered in Hannover-Langenhagen sells under the new partnership from now on the product portfolio of Eurotech, focusing on M2M Devices and Platforms, as well as embedded boards and systems. Paolo Bubisutti, Sales Manager Eurotech SEMEA, commented: "We have been working for a long time on a global scale with successful distributors already established on the market. It was therefore a logical choice to setup this partnership with a leading distribution company in Europe as IPC2U, spanning from Germany to Austria, Switzerland and Eastern Europe. They can now take advantage of our comprehensive service portfolio and proven expertise in the implementation of IT projects, and we can leverage on the strengths of a distributor like IPC2U to increase our business in Europe".

Arthur Barash, Director of IPC2U, explains: "The demand for rugged M2M solutions increases continuously and on a broad front. The distribution agreement with one of the market leaders in this field is therefore an important step for us. We thus also correspond to a frequently expressed wish of our customers. You will discover entirely new possibilities through our cooperation with Eurotech. Regardless of whether their focus is on automation in production, communication between field and cloud or in the service sector Customized Engineering".

About Eurotech

Eurotech (ETH:IM) is a global company that combines hardware, software and application expertise to deliver embedded computing platforms and M2M integration platforms to leading OEMs, system integrators and enterprise customers for successful and efficient deployment of their products and services. Drawing on concepts of minimalist computing, Eurotech lowers power draw, minimizes physical size and reduces coding complexity to bring embedded sub-systems, ready-to-use devices and M2M integration platforms to market, specializing in transportation, logistics, security & surveillance, industrial and medical segments. Eurotech creates integrated solutions that simplify data capture, processing and transfer over unified communications networks. Our customers and partners rely on us to simplify their access to cutting-edge digital technologies, so they can focus on their core competencies. Learn more about Eurotech at www.eurotech.com.

About IPC2U

The IPC2U Group is an international supplier and manufacturer of industrial computer systems with over 20 year experience and is represented with offices and qualified partners and distributors in over 14 countries in the EMEA space. Products The portfolio of IPC2U ranges from classic 19 "computer systems and components of modern compact Computer till Panel PC's display solutions and digital signage devices. Industrial network devices such as rugged network switches and gateways as well as controllers for typical industrial control applications with as CAN and MOD-bus connections are also available. The IPC2U extends its product range permanently to meet the changing market and its requirements.

The extensive know-how on offered products and solutions, current market and technology trends, as well as in project development and management ensure a Competent sales and the realization of even the most demanding customer applications to full-custom solutions of its own design and manufacture. Here, the ISO9001 certified quality management system ensures any time a consistently high quality of products and solutions whilst the project and obsolescence management of IPC2U also allows successful accomplishing of long-term projects and framework contracts.

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