

# Mayflex forms a Distribution Agreement with Global Invacom

Submitted by: Mayflex

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Mayflex, the distributor of Converged IP Solutions, announces it has formed a distribution agreement with Global Invacom. The deal will see Mayflex and Global Invacom targeting Multi-Dwelling Unit projects by liaising with System Integrators, Consultants and End Users.

Global Invacom (<https://www.mayflex.com/brands/global-invacom>), the global provider of satellite communications equipment, specialises in Fibre Integrated Reception System ("FibreIRS"), delivering Satellite TV reception. Global Invacom's vision is to increase the awareness of the advantages of FibreIRS and to work alongside Mayflex to help specify FibreIRS alongside cabling, data and CCTV Security.

Aaron Ghera, Sales Manager at Global Invacom, commented on the alliance: "Having seen interest from a number of organisations, we're delighted to form a distribution agreement with Mayflex, who we believe have the resources, industry knowledge and proficiency to support our strategies."

He continued, "Our plan is to minimise the amount of contacts required for a single project. For instance, rather than approaching four different suppliers for your data, security, cabling and Satellite TV, Mayflex will supply all four services from one point of contact. By providing an integrated system solution, we can add more value to our customers and develop relationships that will see similar integrated systems across the UK."

Ross McLetchie, Director of Sales, commented, "I am delighted to welcome Global Invacom on board with Mayflex. Incorporating this brand into our existing product portfolio will open up a host of new customer opportunities."

Ross continued, "It is an exciting start to the year for Mayflex, as this agreement comes just shortly after the launch of Excel's new Passive Optical Networks (PON) Solution."

Similar in concept to PON infrastructure, FibreIRS technology is a new method of carrying satellite signals via fibre rather than coax. There are various advantages of using fibre such as reduction in signal loss, increased distance capacity, scalability and improved cost efficacy.

Ross concluded, "New customers to Mayflex can be assured of a first rate, knowledgeable team of sales and technical personnel. Partners will be provided with dedicated account management and the support needed to ensure the correct solution is specified and delivered on a project by project basis. I am confident that Excel's new PON Solution and the Global Invacom range will become a staple part of our product portfolio and look forward to working with all parties involved."

The FibreIRS technology itself was developed and manufactured by Global Invacom with the intention of revolutionising the satellite tv market. Over the years we've seen the development of similar products throughout the industry, however Global Invacom is determined to be at the forefront of the satellite industry and Mayflex are enthusiastic to support this drive.

The range of Global Invacom products will be widely available to purchase from Mayflex from February 2019. Global Invacom will also be sponsoring the upcoming Excel Partner Briefing events (<https://www.mayflex.com/events>), taking place across the country in Birmingham, Manchester, Glasgow and London. There will be presentations on both the Excel PON Solution and Global Invacom's FibreIRS Technology, as well as representatives available in the exhibition areas to discuss any requirements. Visit [www.mayflex.com](http://www.mayflex.com) for further details or speak to the sales team on 0800 75 75 65.

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