

STANDARD PRESS RELEASE

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ACCESS WIRELESS FORGES NEW PARTNERSHIP WITH TELTONIKA NETWORKS

Teltonika devices will extend options to address M2M/IoT solutions with budget-friendly devices

TAMPA, Fla. (August 2021) —Starting this month, Access Wireless Data Solutions will carry a select line of products from Teltonika Networks our newest OEM partner.

Throughout its 13 years history in the cellular M2M/IoT industry Access Wireless Data Solutions AWDS has continually tested and evaluated countless new cellular enabled router and gateway products from many different manufacturers to build a best-in-class product portfolio and address the diversified needs of our clients. With this objective as one of our core competencies Access Wireless is excited to announce that we have entered into a new formal business agreement with Teltonika Networks to represent and add their router product line to our product offerings.

Teltonika Networks based in Eastern Europe has offices around the world and first approached Access Wireless earlier this year to discuss establishing a long-term business relationship because of Access Wireless position and focus in the M2M/IoT market in the U.S. Due to the ongoing COVID-19 pandemic finalization of those plans were delayed however Access Wireless interest in adding Teltonika Networks high quality and cost-effective router product line never changed. During that same time both company's mutual interest in working closely together only continued to grow strong. The addition of Teltonika Networks products to Access Wireless current product line will provide a critical component to ensure a robust selection of products are available to address the ever-changing needs of our clients and provides Teltonika Networks a high-quality representative in the growing U.S. market.

“We hope to see this partnership continue to help us grow to meet the needs of our clients who express interest in high-quality affordable options that meet their IoT/M2M requirements,” said COO of AWDS Danielle Corley. “We strive to meet the unique needs of our customers, and by diversifying our product offerings, we find ourselves in a better position to do just that. We have found, in our experience, each of our customers’ needs are unique and one size doesn’t fit all, so we’re really excited to have Teltonika’s product line as an additional offering.”

Teltonika Networks is a rapidly growing technology company, manufacturing professional network connectivity equipment for international markets. Through long-term experience and research and development of industrial network devices for IoT and M2M communication, we have developed a wide portfolio of products for the most complex areas of Industry 4.0, Smart City, and Green Energy. Teltonika Networks controls every stage of the product development cycle, which enables them to respond quickly and flexibly to market needs and changes while ensuring reliability, security, and ease of use. As a part of Teltonika IoT Group, all our products are manufactured and assembled in a modern factory in Lithuania which allows them to ensure highest quality standards.

“Teltonika Networks has a truly global footprint, as mentioned we are currently shipping devices to more than 140 countries worldwide. Regardless of our strong footprint in Europe, close to our origin, we have sales, support, and logistics offices in 19 countries to fulfil our commitment to be close to our partners. Teltonika Networks devices are implemented from easiest to most complex industrial networking solutions all over the globe. We are excited to start our partnership with Access Wireless Data Solutions. We believe that their knowledge and experience in advanced cellular connectivity solutions for M2M and IoT mobile applications, will help many clients in USA to get best value using our products,” said Giedrius Liutkevicius, the Head of Business Development for Teltonika Networks’ Americas Division.

Access Wireless Data Solutions is a value-added M2M/IoT solutions provider focused on and specializing in providing cellular enabled gateway and router products from the industry leading manufacturers and the necessary associated accessories to address a broad range of applications for remote telemetry and monitoring, primary internet connectivity, failover/backup “internet insurance” for wire line service interruptions, security deployments for video surveillance and access control systems, SCADA system control and many more. AWDS as an industry leader that works closely with all major carriers to provide complete end-to-end solutions.

Work with a partner not just a vendor!