

TELES takes over Ecotel GSM gateways from Vierling

VIERLING to concentrate on electronic manufacturing services (EMS)

Effective January 1, 2010, TELES AG from Berlin is taking over product rights and sales for the compact Vierling Ecotel GSM gateways. This includes the analog GSM gateway Ecotel GSM, the digital GSM gateway Ecotel ISDN and the VoIP-GSM gateway Ecotel VoIP. In the future, TELES will market the Ecotel GSM gateways worldwide as part of its Access Gateway product line. In return, Vierling will handle production of the Ecotel GSM gateways as well as other products from TELES. Both companies are consistently pursuing their own strategies: TELES is extending its product portfolio with powerful solutions for corporate customers. Vierling is concentrating on development and manufacturing services.

TELES now a heavyweight in the market for enterprise GSM gateways

“In the area of mobile radio gateways, Vierling and TELES fit one another perfectly”, noted Richard Fahringer, COO at TELES. “Vierling is the technological leader among suppliers of compact GSM gateways with one to eight channels for corporate customers. Especially in Germany, Vierling has the best sales network among all of the suppliers. TELES is the leader in multichannel gateways with up to 32 channels for large companies and carrier customers. For these products, TELES has a worldwide sales network.” TELES will introduce the Ecotel GSM gateways into its international sales network and offer its own Access Gateway solutions via Vierling’s existing sales channels. “By combining Vierling’s outstanding technology with the marketing potential we have at TELES, we intend to shake up the market for enterprise GSM gateways”, added Fahringer.

Vierling now a recognized EMS provider

“Since 2007, Vierling has worked consistently to orient itself towards development and manufacturing services for high-quality electronics”, said Wolfgang Peter, Managing Director of Vierling. “This cooperation with TELES represents the conclusion of our reorientation. Vierling’s expertise in development and channel marketing for GSM gateways will be transferred to TELES. In return, Vierling will receive attractive, long-term production orders.” Vierling has transformed itself from a telecommunications company with an affiliated contract manufacturing unit into a highly skilled electronics provider. Proof of the success of this reorientation comes from the latest Best EMS 2009 survey: Industry experts ranked Vierling among the top ten providers of electronic manufacturing services (EMS) in all of the evaluation categories from among 200 competitors in Germany, Austria and Switzerland.

Little change for customers

Hardly anything will change for customers since the Vierling development and sales staff will transfer to TELES. “This step will ensure that TELES can properly supply and support the distributors, system houses and dealers of Ecotel GSM

gateways from the very start”, said Fahringer. During the first quarter of 2010, TELES and Vierling are planning a series of joint training sessions and tradeshow appearances. Once this transition period is over, Vierling will cease to work directly with customers and will concentrate on production instead. “During the first quarter of 2010, we will also discontinue the VTM pro multichannel gateway product line retained by Vierling. It will be replaced by the powerful TELES iGATE systems”, noted Peter.

About TELES

TELES provides worldwide wireline and wireless telephony service providers with complete Class 4 and Class 5 Softswitch solutions, VoIP gateways, and mobile gateways for GSM, CDMA, and UMTS networks. We at TELES are proud of our successful track record having deployed more than 200 live carrier and service provider networks with millions of voice ports.

About electronic manufacturing services (EMS)

Electronic manufacturing services (EMS) comprise the complete range of contract manufacturing services for electronic modules, devices and systems, including product conception and development, material management, PCB assembly, final assembly, repair, advanced test concepts and worldwide delivery. Customers of EMS providers come from many different sectors, including aeronautics, automation, automotive manufacturing, control technology, environmental technology, IT, medical technology and power engineering. Typical EMS projects can include PCB assembly (SMT / THT), conception, development (hardware / software), production and delivery of complete devices and systems based on customer-specific orders.

About Vierling

Vierling Production GmbH is based in Ebermannstadt, Germany near Nuremberg and offers electronic manufacturing services (EMS) to companies in every industry. As an EMS provider, Vierling manufactures and develops electronics ranging from individual modules through complex electronic devices and systems. Services cover everything from product conception through hardware and software design, PCB assembly (SMT / THT) and final assembly. Customers of Vierling come from many different sectors including aeronautics, automation, automotive manufacturing, control technology, environmental technology, IT, medical technology and power engineering. Vierling Communication SAS is an independent subsidiary specializing in telecommunications test equipment based near Paris in Plaisir, France. Additional information: www.vierling.de.

Press contact

TELES AG Informationstechnologien
Jason Green
Ernst-Reuter-Platz 8
D-10587 Berlin
Tel: +49 (0)30 39928-042
Fax: +49 (0)30 39928-01
E-mail: marketing@teles.de

VIERLING Production GmbH
Dr. Markus Diehl
Pretzfelder Straße 21
D-91320 Ebermannstadt
Tel.: +49 (0)9194 / 97-305
Fax: +49 (0)9194 / 97-105
E-mail: marketing@vierling.de