



## **AirRadio partner Selcoms to provide wireless broadband solutions**

**3 March 2009:** AirRadio Ltd and Selcoms today announce a strategic partnership to deliver point to point, point-to-multipoint and mesh wireless broadband solutions, including Motorola Canopy, to the aviation market and other mission critical industries.

AirRadio will use its experience of providing communications projects to manage the design and commissioning of wireless solutions sourced from Selcoms and then provide maintenance and support for installed equipment.

As AirRadio's newest product partner, Selcoms has access to a comprehensive range of latest generation wireless technologies, tried and tested in wireless projects across the globe. Selcoms executives have the depth of knowledge to work alongside AirRadio to offer cost-effective, reliable and future-proofed solutions to its customers.

Steven Inglis, Sales Director at AirRadio comments "this type of technology is perfect for the airport environment where rapid deployment is often vital, there maybe no spare capacity in existing infrastructure and the use of wireless equipment means there's no requirement to dig up the airport. AirRadio has been a Motorola authorised communications solution provider for over 10 years and now we can offer our customers access to a wider portfolio of broadband solutions through our partnership with Selcoms. "

James Smith, Major Account Manager for Selcoms who will manage the relationship with AirRadio confirms "AirRadio is an ideal partner for Selcoms, they understand a niche marketplace and we understand wireless broadband technology – together we can assist companies operating in the airport environment to utilise wireless technologies enhancing their productivity and reducing costs associated with older more static technology."

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## **Notes to Editors:**

### **About AirRadio:**

AirRadio Ltd provides mobile voice and data communications for mission-critical environments to more than 85 corporate customers at 22 UK airports, including: airlines, airports and ground operation companies. Its solutions allow clients to increase the efficiency of their day-to-day operations, thereby reducing costs, increasing revenues and improving resource utilisation.

AirRadio has many years experience working in the aviation industry delivering complex projects and providing 24-hour, 365-day support for mission-critical communications systems. AirRadio networks have the ability to support customer's business continuity planning for peak periods and incident management.

Over the past 3 years AirRadio has expanded its service provision to the Utilities, Commercial and Public Sector industries.

AirRadio is a member of The Telecom Services Group of Spice plc.

### **About Selcoms:**

Launched in July 2005, Selcoms is a specialist wireless networking distributor serving the communications markets. With a philosophy of Simple Communications at the heart of their business, they offer expert support to their channel of resellers, integrators, ISPs and solution partners. Selcoms expertise includes standards-based adoption of Point to Point, Point to Multi-point, indoor and outdoor mobility solutions and other wireless technologies.

## **For further information contact:**

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