



**For immediate release**

## **AFINA INTRODUCES VIDEOCONFERENCING SOLUTIONS FROM AETHRA IN SPAIN**

***The Spanish multinational company Afina, incorporates in its portfolio of convergence products, solutions from the Italian leader in videoconferencing***

**Ancona, Italy, -- 3 April 2007 --** Aethra®, a leader in the global telecommunications market, today announced a new agreement with Spanish based convergence solutions distributor, Afina. Thanks to this agreement, Afina, a value added distributor specialized in global solutions and services for Internet/Intranet, will sell Aethra solutions as part of its portfolio of products.

Thanks to this new agreement, Aethra solutions will be offered to the Spanish and Portuguese markets through Afina's Convergence Division, specialized in new IP technologies and in the convergence of security that provides the market infrastructure, wireless, telephony IP and video solutions.

Through joint marketing and training initiatives, Afina plans to certify 8 specialized product integrators and to become the only authorized training center for Aethra products in Spain, offering official certification courses for Aethra solutions. To ensure the success of this new partnership, the companies will work together on sales and marketing plans to reinforce the selection and development of new channels in the region. Afina will also provide seminars and technical workshops to provide channels with the most up to date information on Aethra technology.

Pedro Galatas, CEO of Afina declared, "It is a pleasure for us to incorporate in our convergence portfolio the solutions of innovative manufacturers such as Aethra, whose vast video communication product range also includes infrastructure solutions, thanks to its partnership with Radvision. We are confident that our clients will benefit from the advantages and the new business opportunities offered by the new technologies provided by videoconferencing leader, Aethra".

Luis Pachón, Aethra area manager for Iberia, Portugal & CALA stated, "the new solutions created by Afina, using Aethra technology, are destined for success in this market. Both channels and customers can count on the support and services offered by Afina for the realization of any type of videoconferencing project. Aethra are delighted to

have their technology represented by such a prestigious multinational company as Afina".

#### **About Aethra®**

Aethra ([www.aethra.com](http://www.aethra.com)), a leader in the global telecommunications market, develops, manufactures and markets a wide range of high-performance products including video communication solutions, audio conference systems, networking test equipment and products for ISDN and xDSL networks, as well as multi-conference audio-video-data service management. These exceptional products have distinguished Aethra as a leader in the telecommunications industry worldwide, reflecting its expertise in bringing cutting-edge communications technologies to the market. Aethra is currently present in 65 countries with its own network of partners and sister companies and has offices in Milan, Rome, Miami Sao Paulo, Mexico City, London, Madrid, Paris, Shanghai, Shenzhen, Beijing and New Delhi.

Founded in 1972, Aethra received the international award "Videoconferencing Company of the Year 2007" in this its 35<sup>th</sup> year in the telecommunications industry.

#### **About Afina**

Afina, the Spanish multinational company, is a value added distributor of that provides global and complete solutions so that companies and organizations of all the sizes can take maximum advantage of Internet/Intranet. Afina commercializes solutions for companies such as Check Point, Crossbeam, F5, Fortinet, Trend Micro, Packeteer, as well as other important players in the areas of Security, Infrastructure and Information systems. In addition, Afina offers a range of professional services, including technical support in 8x5 and 24x7 modes; the new Managed Security model; and a complete catalogue of training programs for the latest technologies. Afina is an authorized training center for most of the manufacturers for whom it distributes and is an official VUE center. Afina has its headquarters in Madrid and has offices in Portugal, France, the United States, Mexico, Costa Rica, Colombia, Chile, Venezuela, Argentina and Brazil.