

## **DAMOVO EXTENDS WIRELESS REACH WITH RED-M**

*Voice-over WiFi and location-based asset tracking drive growing enterprise demand for wireless infrastructure deployments*

Damovo UK, the enterprise ICT provider, and Red-M, a leading wireless professional services company, today announced a partnership agreement designed to meet the growing demand for wireless connectivity across a number of large-scale and diverse business locations. According to IDC the worldwide enterprise wireless LAN (WLAN) market is expected to grow by six percent in 2008 to \$1.86 billion<sup>1</sup>.

The partnership combines Damovo's extensive experience delivering and supporting enterprise-wide ICT deployments, with Red-M's expertise in designing and implementing large and complex wireless networks. This will enable both companies to offer leading-edge wireless solutions to large-scale UK companies in the private and public sector.

Damovo chose to work with Red-M due to its specialisation deploying a variety of wireless technologies, including in-building radio, 3G, WiFi and WiMAX. Red-M has extensive expertise in WLAN surveys, whereby it audits existing or potential wireless coverage at a range of challenging and diverse locations - these include campus sites, airports, shopping centres and hospitals. Based on the audit results, the most appropriate wireless solution can then be designed and implemented to meet the customer's specific needs. Damovo will also be offering Red-M's Radio Extension Service (RES), which provides organisations with a cost-effective wireless alternative to fibre-based data networks, allowing multiple buildings on a campus site to connect seamlessly.

Voice-over WiFi and location-based asset tracking are currently two of the main drivers for wireless infrastructure. For example, in the healthcare sector hospitals are deploying WLANs as part of their asset tracking strategy, whereby valuable equipment and even patients are tagged with RFID chips. This enables hospitals to locate their assets much more effectively and prevent the theft of expensive equipment or loss of blood samples. Voice-over WiFi also has potential benefits for the healthcare sector, as it allows greater mobility for hospital staff. By enabling staff to speak to each other wherever they are on

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<sup>1</sup> Worldwide Enterprise Wireless LAN Equipment 2008-2012 Forecast (May 2008)

campus, hospitals stand to significantly increase efficiency and productivity.

Nick Dean, Managing Director of Damovo UK, said: "We are seeing a considerable demand across many sectors for wireless solutions. By partnering with specialist technology partners such as Red-M we can ensure that both existing and potential clients optimise their wireless capability. Through having the appropriate infrastructure these organisations can then deliver business critical services to their employees and customers."

Steve Leach, CTO of Red-M, commented: "Working with Damovo is a key part of our channel strategy. Damovo has enormous experience in the enterprise ICT arena, particularly in the public sector, and this partnership will open up a number of opportunities for both companies in the delivery of wireless infrastructure solutions."

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#### **About Damovo UK**

Part of Damovo Group Ltd, Damovo UK is a leading provider of technology and service solutions in the enterprise Information Communication Technology (ICT) arena.

Damovo has 30 years' experience in delivering and supporting complex communication networks and integrated business applications. The company has long-standing relationships with leading technology vendors in the market, such as Ericsson, Cisco Systems, Microsoft and Mitel. This heritage enables Damovo to provide organisations with the best communications solution for their requirements, through formal needs assessment, design, implementation, support and training.

Damovo has more than 600 UK clients, spanning 5,000 sites across both public and private sectors. These include, AEA Technology, Barclays Capital, British Airport Authority, City of York Council, Electrolux, Bournemouth University, Network Rail, Nuffield Hospitals, Nutricia, St Mary's NHS Trust and Transport for London.

#### **About Red-M**

Red-M is a wireless professional services company that provides consultancy, audit, design, implementation, systems integration and management services. Through its services, Red-M provides insight into the benefits and challenges of current and future wireless technologies and creates mission critical wireless networks that are delivered to requirements, right, first time.

Red-M has successfully completed 1000s of radio projects including over 300 major wireless systems in a range of diverse and challenging locations, including corporate buildings (e.g. Canary Wharf), most of the major airports in the UK (Heathrow), large shopping centres (Meadowhall), key UK sporting venues (Millennium Stadium), train stations (Waterloo), and hospitals (Bristol).

The company's capabilities span all wireless technologies including Cellular (2G, 3G & GSM-R) PMR, Wi-Fi and WiMAX, and its customers include 3, Airwave, BAA, British Land, Bullring, Network Rail, O2, Ofcom, and T-Mobile.

Independent of equipment vendors and technologies, Red-M enables organisations to fully realise the benefits of wireless systems by delivering high quality solutions through an integrated five step cycle of best practice.

Visit [www.red-m.com](http://www.red-m.com) for further information, or email [info@red-m.com](mailto:info@red-m.com).

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