

## ProLabs partners with Intec Microsystems

Cirencester, England – 27<sup>th</sup> June 2016

ProLabs, a leading, global manufacturer of compatible networking and connectivity products, announces a new distribution agreement with Intec Microsystems Ltd, to supply its extensive range of copper & optical transceivers, dacs, aocs, media converters and fibre cabling throughout the UK and Europe.

As the UK's leading Independent IT distributor, Intec Microsystems supply over 3000 customers across UK and Europe with value added benefits on branded IT hardware and IT support services.

ProLabs specialise in high-quality compatible cables and optical transceivers that allow users of multiple systems to combine previously incompatible products with relative ease; liberating it's customers from single vendor lock-in.

"This is a hugely significant new partnership" said ProLabs VP Sales EMEA & Asia Stephen Burke. "Intec's extensive network and industry wide connections will help ProLabs continue to reach and support more customers. Our high quality products offer resellers and end users more choice; and significant TCO benefits when measured against vendor supplied parts. This new partnership extends ProLabs benefits to more customers, and enhances the challenge to vendor lock-in for transceivers and cables."

"We are constantly looking to innovate. Our aim is to gain access to the very best products within the market and provide options to help drive our customers' businesses forward," said Stuart Hall, Intec's Marketing and Communications Director. "ProLabs offers an outstanding, high-quality product range that we are delighted to add to our Portfolio."

For more information [www.ProLabs.com](http://www.ProLabs.com)

### **About ProLabs**

ProLabs is transforming network connectivity. As a leading global independent provider of optical network infrastructure products, the company offers an extensive range of high-quality products including optical and copper transceivers, direct attach cables, media converters, active optical cables, and fibre cabling. With an unrelenting commitment to quality, service and support, *ProLabs is the only mid-tier provider offering customisation and lifetime product warranties*. The company's global headquarters are located in Cirencester, UK, with offices in Minneapolis, MN USA and San Francisco, CA USA.

## About Intec Microsystems

Intec Microsystems Ltd are a dynamic, independent I.T distributor specialising in the global distribution of branded I.T hardware, I.T services and maintenance contracts. Founded in 2003, Intec Microsystems has grown rapidly over its 13 years of business to become one of Europe's leading Independent IT Hardware Distributors.

Now in their 13th year of trading Intec Micros have grown their turnover year on year to £57m, a result of delivering exceptional business benefits to its 3000 strong loyal customer base. Through the new distribution partnership with Prolabs they are confident they can add to their consistent year on year growth and exceed £60m turnover this year.

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