

Comztek partners Ruckus Wireless

Ruckus Wireless has announced that the company has recently added Comztek to its partner distribution network. Through this agreement, effective March 2012, Comztek will distribute the full range of Ruckus Wireless's products across South Africa, SADC, and East African regions including the Indian Ocean Islands.

"Comztek has a focused African footprint, a solid business and reseller network and a strong technical competence that aligns perfectly to the Ruckus Wireless brand and of course, to our African strategy," says Michael Fletcher, sales director for Ruckus Wireless sub-Saharan Africa.

"Since its inception in 1995, Comztek has grown tenfold by delivering innovative services to meet the requirements of the changing market. In line with this, our operations are focussed on five business silos, including collaboration, communications, consumer services and software. It is with this in mind that it makes perfect sense for us to partner with Ruckus Wireless - as wi-fi is becoming a key tool for carriers, enterprises and governments alike," says Tiens Lange, Comztek, business unit manager for Africa.

A partner to meet high service levels

Today wi-fi is about data consumption on wireless-only smart devices. The problem is finding wi-fi technology specifically designed for stringent carrier requirements. As one of the only pure-play providers, Ruckus has developed a range of indoor and outdoor Wi-Fi products based on high reliability and pervasive performance.

"Quality, reliability and accessibility are key requirements for our business operations to maintain the highest level of customer service and support. We need a partner that will be able to meet the highest levels of service, provide us with consistent support and allow us to deliver on our client's specific requirements. Comztek met every requirement and, together with the company's technical capabilities, network expertise and solution proficiency, it was easy to select them as a partner of choice. We look forward to developing the partner relationship into the future," concludes Fletcher.