

Maestro Wireless GPS and Cellular Modules Provides customers with Access to Complementary Embedded Solutions

LaFox, Ill.--(BUSINESS WIRE)--Richardson Electronics, Ltd. today announced it has signed a global distribution agreement with Maestro Wireless, a leading manufacturer of M2M gateways and wireless industrial modems. As one of the leading distributors of RF and Microwave components, Richardson Electronics offers technical expertise, value-added customer service, and a global sales footprint. Richardson Electronics will offer Maestro Wireless' extensive line of industrial modems and integration services for the Machine-to-Machine (M2M) markets, as well as the newly acquired GPS modules product line (formerly Vincotech). Every Maestro modem uses as its core the same Sierra Wireless embedded modules already distributed by Richardson Electronics. Maestro solutions can therefore be used as low-risk proof-of-concepts, enabling technology for first generation solutions for customers considering embedded wireless modems. This will provide customers with complete wireless solutions engineered to their specific needs without the time and cost of an actual development. "Maestro Wireless's family of products is a natural complement to our embedded offering," said Chris Marshall, Richardson Electronics' Vice President of RF and Wireless. "Their off-the-shelf designs provide our customers with ready-to-use solutions, shortening time to market and easing migration towards wireless integration. This agreement furthers our commitment to the growing M2M market." In addition to offering a feature-rich, reliable hardware platform, Maestro's unique SmartPack and Softool embedded software simplify the user experience installing and managing M2M gateways with their field equipment. Among the numerous, user-friendly features are a PC-based configuration interface which allows setting of Maestro modems with just a few clicks. Auto-TCP ensures that Maestro modems are always connected to the cellular network and ready to send information. This is particularly crucial when dealing with a time-critical application or an unreliable network. "After having entered the North American marketplace just last year, we are pleased to conclude this agreement with Richardson Electronics. It will further strengthen our distribution network and provide a solid fulfillment partner to our sales representatives and VARs," said Olivier Bernard, Maestro Wireless' Vice-President of Business Development. "The focus on design-led sales with engineering support, combined with the ease of use and flexibility of our wireless offering, will allow customers to migrate their products and application towards wireless with minimal investment or technical expertise."

Source URL (retrieved on 07/28/2014 - 3:37pm):

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