



For Immediate Release  
September 3, 2009

## **ENCOM links with Latin America, thanks to Onyx partnership**

CALGARY — ENCOM Wireless has always enjoyed pushing boundaries. This time, it's geographical.

ENCOM is pleased to announce that it has entered into an agreement with Onyx International Networks LLC that extends the ENCOM sales network into Latin America — and stretches ENCOM's potential customer base from the Arctic Circle to Tierra del Fuego.

Onyx, through its own chain of 52 partners in Central and South America, has the potential to reach end-users of wireless networks in Mexico, Guatemala, Nicaragua, El Salvador, Costa Rica, Panama, Puerto Rico, Haiti, Colombia, Peru, Chile, Argentina, Brazil, Ecuador and Uruguay on an ongoing basis.

"With Onyx as our Latin American partner, we now have a further reach into the utilities and water/waste water industries outside of North America," says Dave Bell, Technical Sales Representative with ENCOM Wireless.

"This gives us another push-pin on our global map."

Onyx chief executive officer Katia Ugarte believes there is excellent potential for wireless solutions in the Latin American mining, security, and oil and gas sectors, with countries such as Colombia, Mexico, Chile and Brazil leading the way.

ENCOM's 5000 Series of serial radios and COMMPAK BB series of broadband Ethernet radios boast numerous applications in every one of those industries, including video surveillance, LAN/WAN extensions, fault isolation, Voice over Internet Protocol (VoIP), SCADA networks, reservoir monitoring, remote valve controls, automatic circuit reclosure (ACR) and Smart Grid deployment.

"First and foremost, this partnership has great potential for our broadband radios (available in unlicensed 900 MHz, 2.4 GHz and 5.8 GHz frequencies, as

## Announcement — ENCOM Wireless

well as the 4.9 GHz licensed band),” says Bell. “We’ve got a superior product.”

ENCOM, established in 1988, has built a reputation for field-proven, cost-effective, flexible and reliable industrial wireless products that provide uninterrupted connectivity in today’s most demanding environments. Onyx, based in Suwanee, Ga., has provided telecommunications, networking and industrial solutions inside and outside the United States for 25 years.

“Onyx International Networks is excited about the opportunities in the wireless industry — and solutions that ENCOM Wireless can provide,” says Ugarte. “Our commercial relationship has just started, and in a short time we have seen a large potential and positive reaction in various countries.”

Onyx intends to establish ENCOM as the baseline for solutions in all of its industrial, security and environmental control systems, adds Ugarte.

“What’s really exciting about this agreement is, Onyx could be a reseller of ENCOM equipment, but they could also be a project manager as well, depending on the opportunity,” says Bell. “They’ve done projects from low-capacity SCADA right up to building full infrastructure for high-capacity microwave.”

-30-

**ABOUT ENCOM WIRELESS:** ENCOM, based in Calgary, Canada, provides field-proven, cost-effective wireless data solutions for municipal and industrial clients, with applications in the areas of Intelligent Transportation Systems, public safety communications, municipal corporate security and IT networks, waste and water management, electric utilities and oil and gas.

**For more information:**

Dan Szgatti  
V-P, Sales and Marketing  
**T:** 403.230.1122 ext. 227  
**C:** 403.850.6115  
**E:** dans@encomwireless.com  
www.encomwireless.com

Todd Kimberley  
Marketing/Communications  
**T:** 403.230.1122 ext. 202  
**C:** 403.815.2752  
**E:** toddk@encomwireless.com