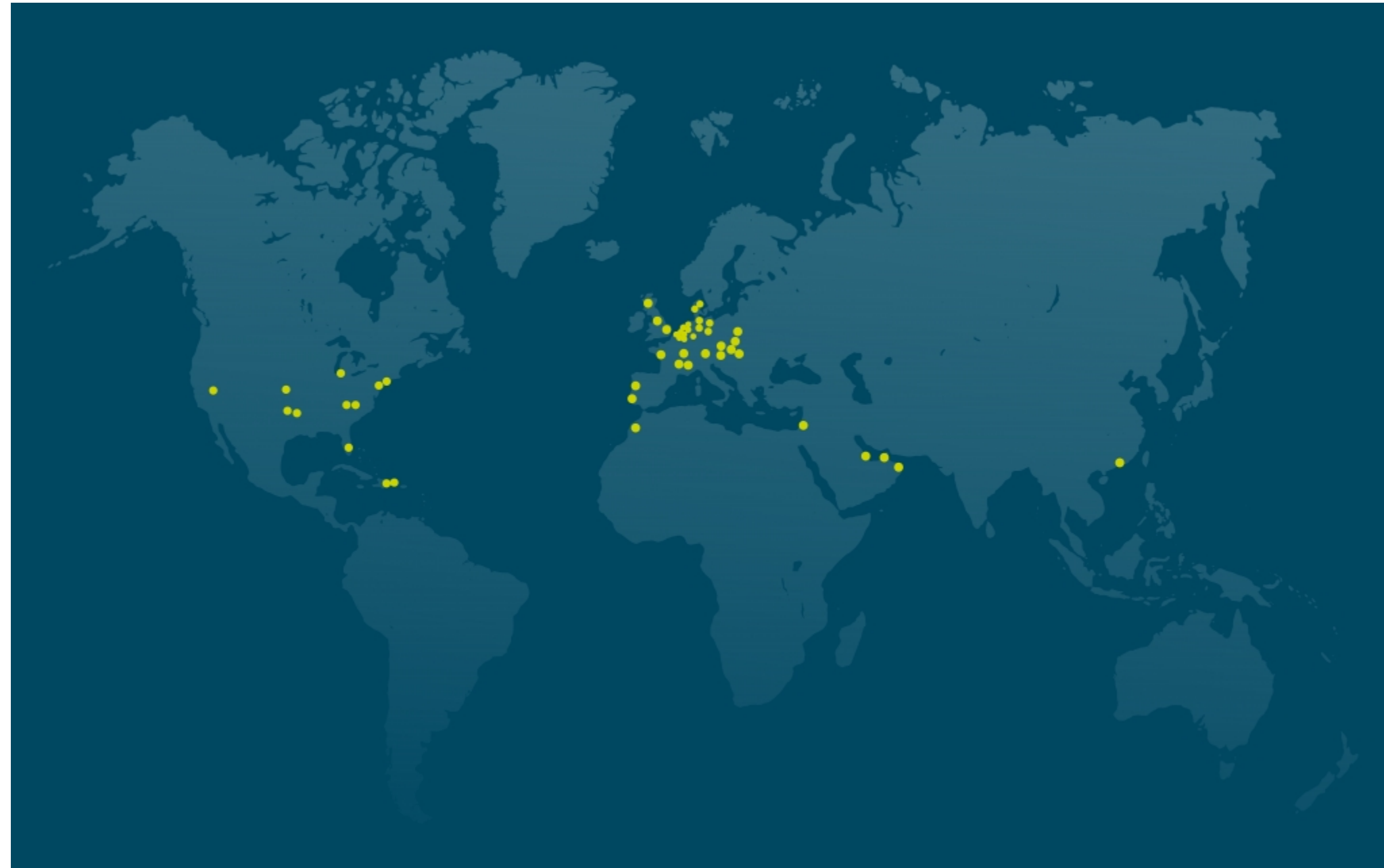


Netceed: Shaping the Future of Communications Networks Across the Globe

Netceed is a global leader in distribution, logistics, technical engineering, and product design with over 30 years of expertise and performance supporting the telecommunications and broadband industry.

We supply and distribute a comprehensive portfolio of passive and active equipment and tools for network deployment, upgrades, and maintenance, and offer a range of value-added services including CPE refurbishment & repair, outsourced procurement, and logistics solutions for cable and telecom operators, network installers and their subcontractors. We have strong, long-lasting relationships with industry-leading partners around the world and are dedicated to customer satisfaction and reliability.

We support cable operators, telecommunications service providers, rural utility providers, electric cooperatives, and contractors with a full range of products and solutions for seamless delivery of high-speed Internet, Video, Data, and Voice Services to Residential, Business, and Mobile Users.



With more than 80 locations across 19 countries, we're shaping the future of communications networks across the globe.

Our presence spans the United States, France, the UK, Portugal, Germany, Poland, Austria, Israel, the Dominican Republic, Qatar, Oman, UAE, Hong Kong, Morocco, Denmark, Belgium, The Netherlands, Slovakia, and Hungary.

Our one-stop-shop makes it simple for you to purchase and install the products you need for your network. We maintain a thorough and efficient state-of-the-art distribution system, saving customers time and money with logistics expertise in warehousing, asset management, barcoding, scanning, configuration services, custom network deployment kits, transportation, and more.

See our [Catalog page](#) to learn more.

Amadys and BTV Multimedia Group are now Powered by Netceed



BTV Multimedia
is now  Netceed

AMADYS AND BTV MULTIMEDIA GROUP ARE NOW **POWERED BY NETCEED**

Together, we're shaping the future of
communication networks across the globe.

We are pleased and excited to announce that following our recently completed acquisitions, [Amadys](#) and [BTV Multimedia Group](#) are now *Powered by Netceed*.

As we have officially begun the integration of our organizations, we remain committed to our employees, communities, partners, and customers, while building an inclusive, and exceptional world-class organization.

Together, we are now the largest digital infrastructure distributor in Europe with unmatched telecom and technical expertise!

These integrations allows our growing organization to further expand our global footprint and range of end-to-end connectivity products & technologies we offer our customers. We're committed to driving network solutions with our combined company's greater scale and supply continuity. We are also bringing product diversification with the addition of the Amadys Energy division.

While we are extending Amadys' and BTV's growth, there is no near-term change in how our customers will interact with our company. All organizations have the same steadfast commitment to customer satisfaction and reliability and are committed to ensuring you are met with the level of service you expect and deserve. We're looking forward to all of the positive enhancements that will be made possible by the joining of our forces under Netceed.

At Netceed, we're working hard every day to help deliver the future of communications today by providing our customers with a comprehensive portfolio of network components and expert product selection, intelligent distribution, and value-added logistics services.

Our unwavering focus is on increasing the speed and reliability of supply chains to open new possibilities for our customers with:

- More certainty in supply availability, on-time delivery, and total cost of ownership (TCO)
- Transformative agility and efficiency
- Technical expertise and experience in advanced technology and infrastructure solutions
- Enabling the future of connectivity with global reach and scaling potential

The essence of our combined company comes down to the right mix of people, products, partnerships, and processes, working hard every day for greater impact and a better future. Thank you for trusting us with your continued business and partnership.

For additional questions, please reach out to your day-to-day contact.

Netceed Names Telecom Executive James DeCoe as SVP of Products, Procurement, and Technology

Netceed Names Telecom Executive James DeCoe as SVP of Products, Procurement, and Technology

May 16th, 2023, Edison, New Jersey – Netceed, a leading global one-stop shop value-added distributor for the telecom network and digital infrastructure industry, announced today that James DeCoe has joined the company as Senior Vice President of Products, Procurement, and Technology. In this position, he will be responsible for product management, engineering, and procurement functions.

Prior to joining Netceed, DeCoe spent nearly 20 years at CommScope, most recently in the role of Vice President of Network Cable and Connectivity. With more than 25 years in the broadband industry, he will leverage his extensive connectivity background to lead the highly-skilled team of engineers to develop customized solutions for network operators; exceed customer demand for connectivity with the product team; and build an integrated procurement team.

“We’re thrilled to have James on board to further develop our leadership team and pursue our objective to establish Netceed as the category leader in the global telecom distribution space. His extensive experience will help us lead the market by delivering one-stop shop solutions from the network core to service delivery edge supported by intelligent supply chain and distribution services with an unmatched level of telecom expertise,” added Deputy CEO, Alper Turken.

“I’m excited work with the top-notch engineering, product, and procurement departments, as well as joining Netceed’s senior leadership team, who has a proven track record and strong vision in exceeding the increasing need for connectivity, all led by CEO, Founder, and Chairman of the Board, Cédric Varasteh” said James DeCoe, Senior Vice President, regarding his new role.

“Being able to attract top talent like James speaks to our strong values and dynamic culture, and will enable Netceed to further our world-class service for our valued customers and partners as we create more American jobs and expand our workforce across our 12 locations in the U.S.” commented Yvette Panno, Senior Vice President of Human Resources.

The company recently announced its intention to rebrand under the name Netceed, further integrating their Group into a singular organization across the globe including USTC Corp, Walker, Comstar Supply, and Multicom in the U.S.; EuroTechnoCom in France; ETCP and iETC in Portugal; Comtec in the UK, Qatar, Oman, UAE, and Hong Kong; ILDC in Israel; DNT in the Dominican Republic; ETC Morocco Networks; ETC Germany Networks; Klonex-VCS in Poland; and Tiba Produktions & Vertriebs GmbH in Austria.

Founded in 1993 by Cédric Varasteh, Netceed is a value-added distributor of passive and active telecommunications equipment and tooling with best-in-class technical and logistics solutions for network deployment, upgrades, and maintenance, supporting FTTH, FTTx, HFC, Wi-Fi, 5G/mobile, and data center technologies with over 30 years of industry expertise. Netceed is backed by majority owner, international private equity firm, Cinven, with Carlyle Europe Technology Partners holding a minority stake. Netceed has over 1,250 employees across more than 40 locations that span 14 countries including the United States, France, the United Kingdom, Portugal, and Germany, and supports 15,500+ customers worldwide including major American and European cable operators and telecommunications service providers.

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About Netceed

Netceed is a global leader in distribution, logistics, technical engineering, and product design with over 30 years of expertise and performance supporting the telecommunications and broadband industry. Founded in 1993 by Cédric Varasteh, Netceed, formerly, ETC Group, supplies and distributes a comprehensive range of passive and active equipment and tooling for network deployment, upgrades, and maintenance, supporting all technologies including FTTH, FTTx, HFC, Wi-Fi, 5G/mobile, and data center. Netceed’s comprehensive portfolio of 70,000+ products from nearly 1,000 industry-leading suppliers, along with their value-added supply chain solutions support carriers’ seamless delivery of high-speed Internet, Video, Data, and Voice services to Residential, Business, and Mobile Users. Netceed employs over 1,250 people across 14 countries and counting, and its experienced team works hard every day shaping the future of communication networks across the globe. To learn more, visit www.netceed.com

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Netceed Designated as Prysmian Premium Partner in the LATAM, Mexican and Caribbean Market

Expanding it’s Global Footprint, Netceed is Proud to be Designated as Premium Prysmian Partner in the LATAM, Mexican & Caribbean Markets



Multicom is now Netceed, a global one-stop-shop serving the core to network edge through intelligent distribution, supply chain solutions, and customized products. Proudly serving the Latin American, Mexican, and Caribbean market for 30 years, we are proud to be designated as a Premium Prysmian Partner.

Prysmian is widely considered the largest multinational manufacturer of fiber-optic cable for the communications sector in the world. Through our partnership, we can assist service providers and cable operators with a host of options to help navigate the fluctuating fiber cable market. Specifically, we’ve taken an aggressive position in fiber to offer customers adequate stock of multiple counts of cable that can be shipped within weeks and not months.

We understand the advantage of having an experienced and reliable partner in the region is paramount to your growth. This can only be realized when the products you need are available and lead times are minimized. Netceed is ready and able to serve all of your fiber broadband needs.

For more information, contact me today at the information below with any immediate needs or questions concerning fiber cable.

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[See our Prysmian Cable Products](#)

Expandiendo su presencia global, Netceed se enorgullece de haber sido designado como socio premium de Prysmian en los mercados de América Latina, México y el Caribe



Multicom ahora es Netceed, una ventana única global que brinda servicios de productos activos y pasivos para las redes a través de distribución inteligente, soluciones de cadena de suministro y productos personalizados. Es orgullo servir al mercado de América Latina, incluyendo el Caribe durante 30 años y nos enorgullece que Prysmian nos haya nombrado su distribuidor Premium en LATAM.

Prysmian es ampliamente considerado como el mayor fabricante multinacional de cable de fibra óptica para el sector de las comunicaciones en el mundo. A través de nuestra asociación, podemos ayudar a los proveedores de servicios y operadores de cable con una gran cantidad de opciones para ayudarlos a navegar por el fluctuante mercado del cable de fibra. Específicamente, hemos tomado una posición agresiva en la fibra para poder ofrecer a los clientes un stock adecuado de varios conteos de cable que se pueden enviar en semanas y no en meses.

Entendemos que la ventaja de contar con un socio experimentado y confiable en la región es fundamental para su crecimiento, que solo se puede realizar cuando los productos que necesita están disponibles y los plazos de entrega se reducen al mínimo. Netceed está listo y es capaz de satisfacer todas sus necesidades de banda ancha y fibra.

Para obtener más información, comuníquese conmigo hoy a la información a continuación con cualquier necesidad inmediata o pregunta acerca de la fibra.

Para obtener más información, comuníquese conmigo hoy a la información a continuación con cualquier necesidad inmediata o pregunta relacionada con el cable de fibra.

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[Vea nuestros productos de cable Prysmian](#)

What is the Prysmian Group?

Prysmian Group is a world leader in the supply of telecom and energy cable systems. The group is an umbrella of three distinct commercial brands Prysmian, Draka, and General Cable.

Going back 140 years, today's global sales are more than \$10 billion. Prysmian Group employs 29,000+ people and has global operations in more than 50 markets.

Their product portfolio is positioned to supply high-tech markets in the communications industry. Products include fiber optic cable copper, submarine cable, low voltage cable, and associated accessories.

[See our Prysmian Cable Products](#)

ETC Group Unveils New Future-Forward Global Brand

ETC Group Unveils New Future-Forward Global Brand

*Unified global branding reflects the company's integrations
and focus on innovation to shape the future of global communication networks*

March 27, 2023, Edison, New Jersey and Eaubonne, France – ETC Group (“ETC”), a leading global value-added distributor for the telecom network and digital infrastructure industry, announced today its intent to rebrand to Netceed. The Group’s brands will integrate into a singular organization across the globe including USTC Corp, Walker, Comstar Supply, and Multicom in the U.S.; EuroTechnoCom in France; ETCP and iETC in Portugal; Comtec in the UK, Qatar, Oman, UAE, and Hong Kong; ILDC in Israel; DNT in the Dominican Republic; ETC Morocco Networks; ETC Germany Networks; Klonex-VCS in Poland; and Tiba Produktions & Vertriebs GmbH in Austria. The unification of the Group reflects the already well-established global reach and local expertise of the companies powered by ETC Group, now coalescing them under one brand worldwide.

The transition to the unified global Netceed brand is planned sequentially over six months, starting with its brands in the U.S., France, and the UK. The new name, Netceed, paired with a bold and vibrant new brand design embodies the company’s commitment to shaping the future of global communication networks with agility, flexibility, and reliability. The dynamic and future-forward visual design channels the company’s focus on innovation and solidifies its dedication to delivering cutting-edge solutions with an unmatched level of telecom industry expertise.

ETC Group, soon-to-be Netceed, was founded in 1993 by Cédric Varasteh, and is a value-added distributor of passive and active telecommunications equipment and tooling with best-in-class technical and logistics solutions for network deployment, upgrades, and maintenance, supporting FTTH, FTTx, HFC, Wi-Fi, 5G/mobile, and data center technologies with over 30 years of industry expertise. The Group is backed by majority owner, international private equity firm, Cinven, with Cédric Varasteh and Carlyle Europe Technology Partners (“CETP”) holding significant minority stakes. ETC Group has over 1,250 employees across more than 40 locations that span 14 countries and supports 15,500+ customers worldwide including major American and European cable operators and telecommunications service providers.

CEO Cédric Varasteh commented “Our Group has transformed rapidly through acquisitions, organic growth, and Investor backing from Cinven and Carlyle Europe Technology Partners. This momentum and evolution into a singular impactful brand marks a huge milestone for our Group and renews our one team, one vision, one goal mentality under the name Netceed.”

Lindsay Hittner, Director of Marketing, said “This is a symbol of change, not just a change of symbol. Netceed’s evolved branding crystalizes the role we play in the industry as a leading global distribution telecoms specialist, while honoring the 30-year legacy of ETC Group. By keeping the letters ‘etc’ in our new name, we’re paying homage to the incredibly dynamic organization Cédric has built.”

The rebrand announcement follows on the heels of their appointment of Alper Turken, telecommunications executive, as Deputy CEO, to lead global growth alongside CEO, Cédric Varasteh. Turken added “The timing of our rebrand aligns with our global integration. This Group has the right mix of people, products, partnerships and processes and continues our unwavering dedication to unlocking value for our customers and partners on a global scale.” ETC also recently announced the acquisitions of BTV Multimedia and Amadys; both transactions are subject to customary regulatory approvals.

ENDS

About ETC Group

ETC Group, soon-to-be Netceed, is a global leader in distribution, logistics, technical engineering, and product design with over 30 years of expertise and performance supporting the telecommunications and broadband industry. Founded in 1993 by Cédric Varasteh, ETC Group supplies and distributes a comprehensive range of passive and active equipment and tooling for network deployment, upgrades, and maintenance, supporting all technologies including FTTH, FTTx, HFC, Wi-Fi, 5G/mobile, and data center. The Group’s comprehensive portfolio of 70,000+ products from close to 1,000 industry-leading suppliers, along with their value-added supply chain solutions support carriers’ seamless delivery of high-speed Internet, Video, Data, and Voice services to Residential, Business, and Mobile Users. ETC Group employs over 1,250 people across 14 countries, and its experienced team works hard every day enabling technology and innovation to create a more connected future. To learn more, visit www.etc.group and www.netceed.com

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ETC Group to acquire Amadys



- Highly complementary acquisition aligns with ETC Group’s ongoing international expansion
- Follows the recent transformational acquisition of BTV Multimedia
- Amadys acquisition will benefit the combined customer base through new capabilities and enhanced product portfolios

March 9, 2023 – ETC Group (“ETC”), a leading global provider to the telecom network and technology infrastructure industry, announced today the acquisition of Amadys, a leading provider of end-to-end connectivity solutions in the Benelux, UK and DACH regions. The financial terms of the transaction are not disclosed.

Founded in 1993 by Cédric Varasteh, ETC is a provider of passive and active telecommunications equipment and tools, with leading technical and logistics solutions for network deployment, upgrades, and maintenance. Through its 30 years of extensive industry experience, ETC supports technologies including FTTH, FTTx, HFC, Wi-Fi, 5G/mobile, and data centres. ETC has more than 1,200 employees across more than 40 locations that span 14 countries including the US, France, UK, Germany, Portugal and Poland and supports over 14,000 customers worldwide including major American and European operators and telecommunications service providers. The Group’s comprehensive portfolio of more than 55,000 products from nearly 1,000 industry-leading suppliers, along with its value-added supply chain solutions, supports carriers to deliver seamless high-speed internet, video, data, and voice services to residential, business, and mobile users.

Based in Antwerp, Amadys is a leading system integrator of end-to-end connectivity solutions for the telecom, infrastructure, and energy markets. Amadys serves more than 1,000 blue-chip customers and provides solutions from more than 500 suppliers across the UK, Benelux, DACH regions. The business is led by one of its founders, Hein Wilderjans, and has been majority owned by Equistone since 2019. Amadys’ management team, who are existing shareholders in the business, will reinvest in the transaction. Amadys recently received a gold label certification from EcoVadis, a leading provider of business sustainability ratings, demonstrating Amadys’ strong sustainability credentials, including from a supply chain perspective.

The combination of ETC and Amadys is highly complementary and is expected to provide opportunities for both organizations to leverage enhanced product offerings and capabilities, as well as to realize synergies across the combined business. The unification will also further enhance the management team, bringing together two highly entrepreneurial groups. The combined company’s distribution capabilities will support customers’ active and passive equipment needs for network deployments, upgrades, and maintenance during a time of increasing demand for high-speed connectivity across their combined footprint.

In October 2022, international private equity firm, Cinven, acquired a majority stake in ETC from Carlyle, with Cédric Varasteh and Carlyle Europe Technology Partners (“CETP”) reinvesting in significant minority stakes alongside Cinven.

Cédric Varasteh, Founder and Chairman of ETC, said: “Amadys is an exceptional business which we are very pleased to be integrating into ETC. The combination will further strengthen both companies materially, including across key areas such as product innovation, scale, and geographic reach. We believe that the impact will significantly benefit both customer bases. We are looking forward to working with Amadys’ impressive team. We have much to learn from each other and I’m thrilled about the opportunities that lay ahead as we bring these two great businesses together.”

Hein Wilderjans, CEO and Co-Founder of Amadys, added: “We are excited to be working with ETC in the next stage of Amadys’ development. Since 2016, we have grown almost exponentially, across revenue, employee count and product capabilities. We are looking forward to what we can achieve with ETC’s investment in this new capacity as a combined organization. As our customers know, the central priority of our business has been the commitment to providing the best end-to-end solutions in the market and that will only continue with ETC.”

Thomas Railhac, Partner at Cinven commented: “This is an important milestone in ETC’s growth strategy, with Amadys providing broadened access to key markets, leverageable operational capabilities, and customer diversity. Amadys has grown extremely quickly over the past eight years, and we expect that growth path to continue under ETC’s management. Much like the recent acquisition of BTV Multimedia, Amadys will bolster ETC’s position as a leader in the sector, driving customer-service and value.”

Cyril Bourdarot, Managing Director on the Carlyle Europe Technology Partners (“CETP”) advisory team, said: “We believe the acquisition of Amadys – a high quality business which complements ETC’s existing platform – is another step towards ETC’s goal of creating a global, industry-leading multi-billion dollar provider to the telecom sector. Following the recently announced acquisitions of BTV Multimedia, TIBA, and Klonex-VCS, this deal demonstrates the continued strong momentum ETC has in executing its growth strategy.”

The transaction is subject to customary regulatory approvals.

ENDS

About ETC Group

ETC Group is a global leader in distribution, logistics, technical engineering, and product design with over 30 years of expertise and performance supporting the telecommunications and broadband industry. Founded in 1993 by Cédric Varasteh, ETC Group supplies and distributes a comprehensive portfolio of passive and active equipment and tools for network deployment, upgrades, and maintenance, supporting all technologies including FTTH, FTTx, HFC, Wi-Fi, 5G/mobile, and data centers. ETC Group employs more than 1,200 people across 14 countries, and serves more than 14,000 customers globally, including in the US, the UK, France, Germany, Portugal and Poland. The Group’s experienced team works hard every day to enable technology and innovation to create a more connected future. To learn more, visit etc.group

About Amadys

Amadys is a leading provider of passive equipment for the telecom and energy sector, with a strong local presence in Belgium, the Netherlands, Germany, the UK, Denmark, Austria, Slovakia and Hungary. As a system integrator of end-to-end connectivity solutions for telecom, electricity, water & gas industries, Amadys offers a one-stop solution to its customers across 11 European countries.

Thanks to the extensive know-how of more than 400 employees and 50,000 square meters of warehouse space, Amadys provides highly reliable networks with fast delivery.

About Cinven

Cinven is a leading international private equity firm focused on building world-class global and European companies. Its funds invest in six key sectors: Business Services, Consumer, Financial Services, Healthcare, Industrials and Technology, Media and Telecommunications (TMT). Cinven has offices in London, New York, Frankfurt, Paris, Milan, Madrid, Guernsey and Luxembourg.

Cinven takes a responsible approach towards its portfolio companies, their employees, suppliers, local communities, the environment and society.

Cinven Capital Management (V) General Partner Limited, Cinven Capital Management (VI) General Partner Limited, Cinven Capital Management (VII) General Partner Limited and Cinven Capital Management (SFF) General Partner Limited are each authorised and regulated by the Guernsey Financial Services Commission, and Cinven Limited, the advisor to the Cinven Funds, is authorised and regulated by the Financial Conduct Authority.

In this press release ‘Cinven’ means, depending on the context, any of or collectively, Cinven Holdings Guernsey Limited, Cinven Partnership LLP, and their respective Associates (as defined in the Companies Act 2006) and/or funds managed or advised by any of the foregoing.

For additional information on Cinven please visit www.cinven.com and www.linkedin.com/company/cinven/.

About Carlyle

Carlyle (NASDAQ: CG) is a global investment firm with deep industry expertise that deploys private capital across three business segments: Global Private Equity, Global Credit and Global Investment Solutions. With \$373 billion of assets under management as of December 31, 2022, Carlyle’s purpose is to invest wisely and create value on behalf of its investors, portfolio companies and the communities in which we live and invest. Carlyle employs more than 2,100 people in 29 offices across five continents. Further information is available at www.carlyle.com. Follow Carlyle on Twitter @OneCarlyle.

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ETC Group to Acquire BTV Multimedia

- *Transformative acquisition furthers ETC's international expansion*
- *Builds ETC's position in DACH and the Nordics with complementary assets and expertise*
- *Adds leading brands and products as well as an enhanced logistics footprint*

8 February 2023, Hanover, Germany & Eaubonne, France – ETC Group (“ETC”), one of the leading providers to the telecom network and technology infrastructure industry, announced today the acquisition of BTV Multimedia GmbH (“BTV”), a leading German provider to the broadband industry. The financial terms of the transaction are not disclosed.

Founded in 1993 by Cédric Varasteh, ETC Group is a provider of passive and active telecommunications equipment and tooling with leading technical and logistics solutions for network deployment, upgrades, and maintenance, supporting FTTH, FTTx, HFC, Wi-Fi, 5G/mobile, and data center technologies with over 30 years of extensive industry expertise. ETC Group has over 1,200 employees across more than 40 locations that span 14 countries including the United States, France, the United Kingdom, Germany, and Portugal, and supports 14,000+ customers worldwide including major American and European operators and telecommunications service providers. The Group’s comprehensive portfolio of 55,000+ products from close to 1,000 industry-leading suppliers, along with their value-added supply chain solutions, support carriers’ seamless delivery of high-speed Internet, Video, Data, and Voice services to residential, business, and mobile users.

Founded in 1986 as braun teleCom GmbH and headquartered in Hanover, Germany, BTV provides passive and active equipment for broadband network deployment, maintenance and upgrades and was acquired in 2018 by DBAG ECF III (advised by Deutsche Beteiligungs AG). With its significant reach, most notably in the German market, the acquisition of BTV complements ETC’s recent organic growth and supports its continued expansion in the DACH and Nordic regions, which have rapidly growing broadband markets and network upgrade requirements. This acquisition also allows ETC to leverage BTV’s more than 2,500 customer relationships and accompanying deep local market expertise.

In October 2022, international private equity firm, Cinven, acquired a majority stake in ETC Group from Carlyle, with Cédric Varasteh and Carlyle Europe Technology Partners (“CETP”) reinvesting for significant minority stakes alongside Cinven.

Cédric Varasteh, Founder and Chairman of ETC Group, said: “BTV has a compelling set of attributes which make it the perfect fit for ETC, including an impressive team with outstanding technical capabilities and expertise across both active and passive equipment, a significant platform across DACH as well as a presence in Denmark, a strong and extensive set of blue-chip customer relationships, and a suite of high quality products with cross-selling potential among ETC’s existing portfolio and customer base. We look forward to working with Joe and the entire team at BTV as we continue to execute on our ambitious growth plans.”

Joe Doering, CEO of BTV, added: “We are pleased to join ETC Group, one of the category leaders in the highly fragmented telecoms infrastructure and technology market. Combining our presence across the rapidly growing broadband markets in DACH and the Nordics offers an attractive strategic fit which we believe will position the group to deliver growth over the long term. We look forward to working with the ETC team on this exciting next step for our business.”

Thomas Railhac, Partner at Cinven commented: “Leveraging BTV’s significant expertise and assets will bolster ETC’s position as a leading provider of services to the telecom and technology infrastructure industry. We believe capturing the significant opportunity in this sector, driven by technological change and network resilience, will enable ETC to deliver long-term growth. BTV’s presence in key European markets for broadband growth and network maintenance gives ETC greater scale and the ability to offer even better support to its customers in accelerating their network upgrades and deployments. We look forward to working with Joe and the entire team at BTV.”

Cyril Bourdarot, Managing Director on the Carlyle Europe Technology Partners (“CETP”) advisory team, said: “Our newly formed partnership with Cinven is aimed at further accelerating ETC’s development. We believe this transformative acquisition will accelerate ETC’s plan to create a global, industry-leading multi-billion dollar provider to the telecom sector. We have every confidence that BTV will continue to prosper as part of the enlarged group, building on its presence in DACH and beyond.”

The transaction is subject to customary regulatory approvals and is expected to close in the coming months.

ENDS

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About ETC Group

ETC Group is one of the global leaders in distribution, logistics, technical engineering, and product design with over 30 years of expertise and performance supporting the telecommunications and broadband industry. Founded in 1993 by Cédric Varasteh, ETC Group supplies and distributes a comprehensive range of passive and active equipment and tooling for network deployment, upgrades, and maintenance, supporting all technologies including FTTH, FTTx, HFC, Wi-Fi, 5G/mobile, and data center. ETC Group employs over 1,200 people across 14 countries, and serves 14,000+ customers globally, including the USA, the UK, France, Germany, and Poland. The Group’s experienced team works hard every day enabling technology and innovation to create a more connected future. To learn more, visit etc.group

About BTV Multimedia GmbH

Headquartered in Hanover, Germany, BTV Multimedia provides a comprehensive portfolio of passive and active equipment, as well as services for broadband network deployment, maintenance, and upgrades. Founded in 2018 as a merger of several established companies in the broadband market under the umbrella of Deutsche Beteiligungs AG (DBAG), the group now consists of nine individual companies. It supports network operators, installers, the housing industry, and wholesalers throughout Europe in fiber optic and HFC network rollout. With its significant DACH platform, most notably in Germany, the acquisition of BTV Multimedia complements ETC’s recent organic growth by expanding its presence in the region.

About Cinven

Cinven is a leading international private equity firm focused on building world-class global and European companies. Its funds invest in six key sectors: Business Services, Consumer, Financial Services, Healthcare, Industrials and Technology, Media and Telecommunications (TMT). Cinven has offices in London, New York, Frankfurt, Paris, Milan, Madrid, Guernsey and Luxembourg.

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ETC Group Names Telecommunications Executive Alper Turken as Deputy CEO

January 26, 2023, Edison, New Jersey – ETC Group (“ETC”), a leading global one-stop shop value-added distributor for the telecom network and digital infrastructure industry, announced today that Alper Turken, recognized expert in the telecommunications industry, has joined the company as Deputy Chief Executive Officer.



Reporting to Founder, CEO, and Chairman of the Group, Cédric Varasteh, Turken will lead ETC’s organizational integration and global growth alongside Varasteh. With over 25 years of experience in telecommunications, Turken began his career in engineering and technical sales roles, and quickly moved into leadership positions at Motorola and Arris. Most recently, he was Senior Vice President, EMEA and APAC at CommScope.

“ETC Group is uniquely positioned as a leading global distribution telecoms specialist, fueling customer and partner growth through innovation.” said Varasteh. “Alper and I have developed a strong partnership over the last decade, and I believe he will only add to our dynamic DNA, uniting our organization as one company across the globe. We’re thrilled to have him on board.”

Founded in 1993 by Varasteh, ETC Group is a value-added distributor of passive and active telecommunications equipment and tooling with best-in-class technical and logistics solutions for network deployment, upgrades, and maintenance, supporting FTTH, FTTx, HFC, Wi-Fi, 5G/mobile, and data center technologies with over 30 years of industry expertise. The Group is backed by majority owner, international private equity firm, Cinven, with Carlyle Group holding a minority stake. ETC Group has over 1,200 employees across more than 40 locations that span 14 countries including the United States, France, the United Kingdom, Portugal, and Germany, and supports 14,000+ customers worldwide including major American and European cable operators and telecommunications service providers.

“As the industry evolves and the need for network connectivity significantly increases, ETC Group is a full-service solutions provider focused on improving lead times and total cost of ownership predictability,” said Turken. “Cédric and team have achieved something exceptional, and I’m honored to be asked to play a role in expanding its global growth, creating a category leader in digital infrastructure.”

The next decade will be significant for telecoms investment from fiber builds and next generation mobile networks with real-time low latency applications gaining traction, which will create increased demands for network capacity and performance. ETC Group’s broad portfolio from industry-leading partners and their own Research & Development team, with streamlined delivery of value-added distribution services and integrated supply chain capabilities will improve predictability for installers, contractors, enterprises, and operators of all scale.

ENDS

About ETC Group

ETC Group is a global leader in distribution, logistics, technical engineering, and product design with over 30 years of expertise and performance supporting the telecommunications and broadband industry. Founded in 1993 by Cédric Varasteh, ETC Group supplies and distributes a comprehensive range of passive and active equipment and tooling for network deployment, upgrades, and maintenance, supporting all technologies including FTTH, FTTx, HFC, Wi-Fi, 5G/mobile, and data center. The Group’s comprehensive portfolio of 55,000+ products from close to 1,000 industry-leading suppliers, along with their value-added supply chain solutions support carriers’ seamless delivery of high-speed Internet, Video, Data, and Voice services to Residential, Business, and Mobile Users. ETC Group employs over 1,200 people across 14 countries, and its experienced team works hard every day enabling technology and innovation to create a more connected future. To learn more, visit www.etc.group

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Just Released: Contractor Chronicles - An Exclusive Publication for Network Contractors



Focused on the telecom/broadband market

Welcome to the inaugural issue of [The Contractor Chronicles](#), our new publication solely focused on the telecom/broadband market.

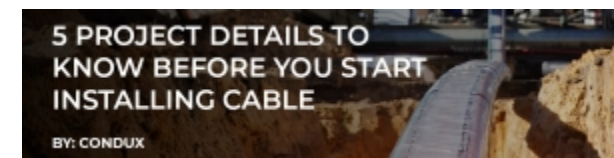
Our goal in creating this publication is to build a publication that becomes a recurring educational repository bringing together the contractor, distribution, and manufacturing communities, by publishing relevant information about products and issues impacting this specific market.

In building our inaugural publication for The Contractor Chronicles, we're hoping to push information sharing out to our customers as we believe our strength comes from the ability to be seen as a true compliment to customers, acknowledged by the critical conversations we have to help combat some of the challenges such as:

- Government/federal investment
- Supply chain disruption
- Logistics costs
- Lead times
- Limited storage space

In building our inaugural publication for The Contractor Chronicle, we're hoping to push information sharing out to our customers as we believe our strength comes from the ability to be seen as a true compliment to customers, acknowledged by the critical conversations we have to help combat some of the challenges just listed.

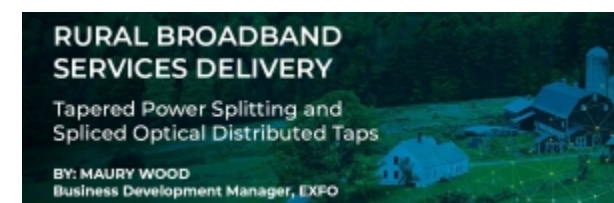
In this issue:



[5 Project Details to Know Before You Start Installing Cable](#)



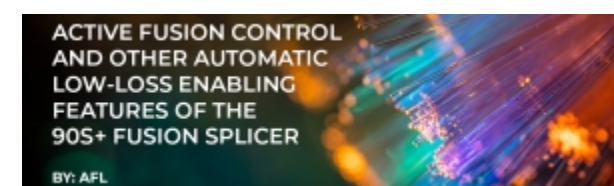
[The Transformational Journey to a Modular FTTH Connectivity Ecosystem](#)



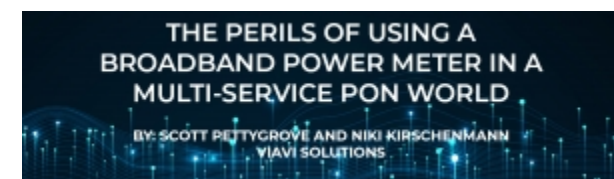
[Rural Broadband Services Delivery](#)



[Top Tips: Investing in Fusion Splicing](#)



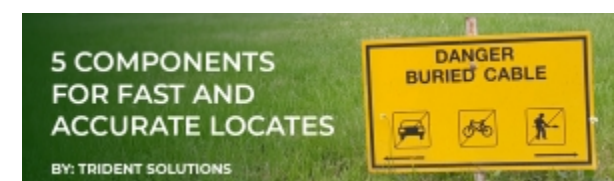
[Active Fusion Control and Other Automatic Low-loss Enabling Features of the 90S+ Fusion Splicer](#)



[The Perils of Using a Broadband Power Meter in a Multi-service PON World](#)



[Leveraging the IoT for Damage Protection](#)



[5 Components for Fast and Accurate Locates](#)

At **USTC Corp, Walker, Comstar Supply, and Multicom**, it's our goal to understand market conditions at both a macro and micro level, while at the same time future-planning our stock and product portfolio to be able to limit any negative exposure to your fiber builds and revenue streams. We feel that providing this value-added service helps us stay positioned as a valued resource and true partner to your business.

It has long been a goal of ours to create a publication entirely focused on contractors to support their network construction projects. We hope you enjoy our inaugural issue!

ALL IN ONE. ALL FOR YOUR NETWORK.



ETC Group to Acquire TIBA

- Acquisition to continue driving ETC Group’s (“ETC”) international expansion
- Builds ETC’s footprint in DACH region and Eastern Europe, following recent acquisition of Klonex-VCS in Poland and expansion in Germany
- Adds to ETC’s product base, telecom and technology infrastructure expertise, and customer relationships, as well as providing access to the attractive Austrian telecoms market

28 September 2022, Raasdorf, Austria, & Eaubonne, France – ETC Group (“ETC”), a leading a “one-stop shop” value-added distributor for the telecom network and technology infrastructure industry, announced today the acquisition of TIBA Produktions und Vertriebs GmbH (“TIBA”), an Austrian value-added distributor of passive equipment for telecom networks. The financial terms of the transaction are not disclosed.

Founded in 1993 by Cédric Varasteh, ETC Group is a one-stop shop value-added distributor of passive and active telecommunications equipment and tooling with best-in-class technical and logistics solutions for network deployment, upgrades, and maintenance, supporting FTTH, FTTx, HFC, Wi-Fi, 5G/mobile, and data center technologies with over 30 years of extensive industry expertise. ETC Group has over 1,200 employees across more than 40 locations that span 13 countries including the United States, France, the United Kingdom, Germany, and Portugal, and supports 14,000+ customers worldwide including major American and European operators and telecommunications service providers. The Group’s comprehensive portfolio of 55,000+ products from close to 1,000 industry-leading suppliers, along with their value-added supply chain solutions, support carriers’ seamless delivery of high-speed Internet, Video, Data, and Voice services to residential, business, and mobile users.

Headquartered in Raasdorf, Austria, TIBA specializes in the distribution of tailor-made and innovative solutions for telecoms networks across optical, HFC, mobile, and datacenters. Founded in 1977 by Franz Iglauer, it is the official distributor of CommScope in Austria. The acquisition expands ETC’s presence in the DACH region, where it already serves major operators in Germany, and follows ETC’s recent acquisition of Klonex-VCS in Poland.

The acquisition enables ETC to further broaden its customer base across the DACH region and provides entrance to the attractive and rapidly growing Austrian telecoms market, which is primed for significant growth due to its low FTTH penetration with significant network deployments expected over the coming years. ETC will leverage TIBA’s strong relationships across the Austrian telecoms landscape and bring the benefits of ETC’s global scale, purchasing power, and one-stop shop model to TIBA’s existing business, with the potential for significant synergies. Ambitious targets and the complexity of fiber network deployments are increasingly making ETC’s value-added offerings critical to operators who seek to maximize operational efficiencies and lower their deployment costs.

Cédric Varasteh, Founder and Co-Chairman of ETC Group, said: “This acquisition offers ETC an expanded presence across the DACH region, broadening our exposure in Eastern Europe following the recent acquisition of Klonex-VCS in Poland and our expansion in Germany. We see a range of opportunities in the Austrian telecoms market, in which the enlarged Group is uniquely positioned to serve, and we’re also set to benefit from the product portfolio, new capabilities, and set of long-term customer relationships with key partners that TIBA adds to our business. Leveraging their strong position in Austria and our one-stop shop value-added services and comprehensive range of network products will enable us to further support customers in accelerating their network upgrades and deployments by providing new product ranges, technologies and services. We look forward to working with Andreas, Franz, Patrick and the entire team to build a leader in the DACH region, which is a priority for our Group.”

Andreas Fleck, Managing Director of TIBA, said: “We are delighted to join ETC Group and believe our business will continue to thrive by combining our expertise, product offerings, and customer relationships. The opportunity to support customers throughout Austria and the DACH region with network upgrades and deployments is significant, and we believe as part of ETC Group, the business is ideally positioned to deliver growth over the long term with a full one-stop shop offering and augmented sourcing capabilities.”

Cyril Bourdarot, Managing Director on the Carlyle Europe Technology Partners (“CETP”) advisory team, said: “We are pleased to announce this acquisition – the sixth for ETC in two years – further building on the company’s extensive track record of growth and international expansion. We have built ETC as a category leader and natural consolidator in the highly fragmented telecoms infrastructure and technology market. ETC is now present in 14 countries with a strong market position and we believe the business has the potential to create a global, industry-leading multi-billion dollar value-added distributor in the telecom sector, as demonstrated by CETP’s recently announced reinvestment in ETC.”

The transaction is subject to customary regulatory approvals and is expected to close later this year.

In June 2022, ETC Group announced that Cinven, the international private equity firm, entered into exclusive negotiations to acquire a majority stake in ETC Group from Carlyle, with CETP reinvesting for a significant minority stake. The latter transaction is expected to close later this year.

ENDS

About ETC Group

ETC Group is a global leader in distribution, logistics, technical engineering, and product design with over 30 years of expertise and performance supporting the telecommunications and broadband industry. Founded in 1993 by Cédric Varasteh, ETC Group supplies and distributes a comprehensive range of passive and active equipment and tooling for network deployment, upgrades, and maintenance, supporting all technologies including FTTH, FTTx, HFC, Wi-Fi, 5G/mobile, and data center. ETC Group employs over 1,200 people across 13 countries, and serves 14,000+ customers globally, including the USA, the UK, France, Germany, and Poland. The Group’s experienced team works hard every day enabling technology and innovation to create a more connected future. To learn more, visit etc.group

About TIBA Produktions und Vertriebs GmbH

The company TIBA Produktions und Vertriebs GmbH was founded in 1977 and is specializes in tailor-made innovative solutions for the telecom market. With this strategy, TIBA has geared itself to long-term and sustainable relationships with its growing number of customers and business partners. We continuously strive for the best possible understanding of the tasks of our customers and partners. Innovation, growth and responsibility are key concepts for TIBA. TIBA's strategic business unit Telekom focuses on the broadband market with solutions for fiber optic and copper networks. For the rapidly growing FTTx market, TIBA always has the right overall concept for our customers. This concept represents an end-to-end solution for FTTX projects, which includes the areas of planning, procurement of materials and logistical services.

About Carlyle

Carlyle (NASDAQ: CG) is a global investment firm with deep industry expertise that deploys private capital across three business segments: Global Private Equity, Global Credit and Global Investment Solutions. With \$376 billion of Assets Under Management as of June 30, 2022, Carlyle's purpose is to invest wisely and create value on behalf of its investors, portfolio companies and the communities in which we live and invest. Carlyle employs more than 1,900 people in 26 offices across five continents. Further information is available at www.carlyle.com. Follow Carlyle on Twitter @OneCarlyle.

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Notes to editors

ETC Group was advised by Shearman & Sterling and DLA Piper Austria (legal), EY (due diligence) and Rautenberg & Co. (M&A)

USTC Corp Acquires Multicom



Monday, June 20th, 2022, Edison, New Jersey – USTC Corp, a leading value-added distributor and one-stop shop for all materials, distribution, and logistics solutions supporting the broadband and telecommunications industry, announced today that it has acquired Multicom, the Florida-headquartered manufacturer and full-line stocking distributor for end-to-end integration of communications solutions, from Founder and CEO Sherman Miller. With this transaction, USTC Corp now operates 13 distribution locations in the U.S., with a strong foothold along the East Coast, and plans to continue growing its customer base and service territory. The financial terms of the transaction are not disclosed.

Founded in 2017 by Cédric Varasteh, USTC Corp is a leading one-stop shop for all materials, product design, and value-added distribution of passive and active equipment and tooling from nearly 1,000 global suppliers supporting FTTH, FTTx, HFC, Wi-Fi, 5G/Mobile, and Data Center technologies. USTC Corp is a trusted partner for all technical and logistics expertise with extensive engineering and Broadband Fiber Networks capabilities, and an experienced team of nearly 500 employees, including Walker and Comstar Supply, which were acquired by USTC in 2021. USTC is part of the ETC Group family, founded by Cédric Varasteh, Chairman of the Board, in 1993. ETC Group is the global leader in distribution, logistics, technical expertise, and product design with more than 1,200 employees across 40 locations that span 12 countries including the United States, France, the United Kingdom, Germany, and Portugal, and supports 14,000+ customers worldwide including major American and European cable operators and telecommunications service providers. The Group's comprehensive portfolio of 55,000+ products, along with their value-added supply chain solutions support carriers' seamless delivery of high-speed Internet, Video, Data, and Voice services to Residential, Business, and Mobile Users. ETC Group is backed by Washington, D.C. headquartered global investment firm Carlyle (NASDAQ: CG), and earlier this month announced that Cinven, the international private equity firm, entered into exclusive negotiations to acquire a majority stake in ETC Group from Carlyle, with Carlyle reinvesting for a significant minority stake.

Multicom is a value-added distributor for telecom and technology products, with a team of 25 and 2 locations in Longwood, FL. Multicom has a product portfolio of over 20,000 references from more than 380 manufacturers, including their own line of products. They are a full-line wholesaler and distributor of CATV, Satellite, Traffic, and VoIP system designs, products, and services, with a large customer base along the Southeast, and throughout Latin America.



This acquisition as well as last year’s acquisitions of Walker and Comstar Supply allow USTC Corp to continue expanding its customer base and footprint with now 13 locations for the combined entities across New Jersey (including USTC Corp’s headquarters in Edison), North Carolina, Pennsylvania, Texas, Nevada, Oklahoma, Indiana, and now Florida. The Group is positioned to serve customers quicker across the country with greater flexibility and reliability needed to support network deployments, upgrades, and maintenance, while adding a full line of Traffic products as well as Multicom’s branded and manufactured Fiber Optics, CATV, A/V, and Pole Line Hardware products to the Group’s robust range of 55,000+ industry SKUs. In addition, Multicom’s large customer base in Latin America and the Caribbean, will give ETC Group entrance to the market that can benefit from the Group’s enhanced one-stop shop offerings and global purchasing power.

For Multicom, the transaction provides an expanded portfolio of products and technologies beyond its existing inventory of CATV, Satellite, Traffic, and VoIP system designs, products, and services, and the Group’s comprehensive array of value-added solutions including kitting and home delivery, logistics services, as well as engineering capabilities, with an extended footprint across the country.

Cédric Varasteh, Founder and CEO of USTC Corp, said: “We’re delighted to welcome the Multicom team to the USTC and ETC Group family. Our capabilities, end-to-end solutions, and comprehensive product catalog, along with our now 13 locations across the U.S. enable us to offer the flexibility and reliability needed to support our customers on a regional and international scale. Multicom’s experienced team will be a welcomed addition to the Group and we’re excited about the future we can build together.”

Sherman Miller, Founder, CEO, and President of Multicom, added: “Multicom began with just one employee, myself, in my garage and I’m proud to have grown it into the company it is today and join the USTC and ETC Group family. Both organizations are guided by the same steadfast focus on customer satisfaction and reliability. Our combined portfolio of broadband connectivity products, traffic signaling infrastructure in our Traffic Division, as well as leveraging our international relationships and export experience in South America, Mexico, and the Caribbean with our Export Division, positions us to enhance our US and international offerings to our diverse stable of customers in a big way.”

Cyril Bourdarot, Managing Director on the Carlyle Europe Technology Partners Advisory Team commented: “Multicom is the third acquisition in a year for USTC Corp in the USA after Walker & Associates and Comstar Supply. Multicom not only strengthens USTC Corp’s footprint on the East Coast of the US, but also allows the company to first access Latin America. Together with Cédric and the Management team, we have positioned the Group as a leading consolidation platform in the fragmented telecom and tech infra space globally.”

ENDS

Advisors on the transaction:

- M&A Advisor (Buy-side): Bank Street Group LLC
- Legal Advisor (Buy-side): DLA Piper
- Legal Advisor (Sell-side): Barry Miller Law

About USTC Corp

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About ETC Group

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About Multicom

Multicom is a manufacturer and full-line stocking distributor for end-to-end integration of communications solutions with a team of 25 and 2 locations in Longwood, FL. Multicom stocks over 20,000 products from more than 380 manufacturers, including their own products that are produced at factories throughout the world. They are a full-line wholesale manufacturer and stocking distributor of CATV, Satellite, Traffic, and VoIP system designs, products, and services, with a large customer base along the South East, and throughout Latin America.

Media Contacts:

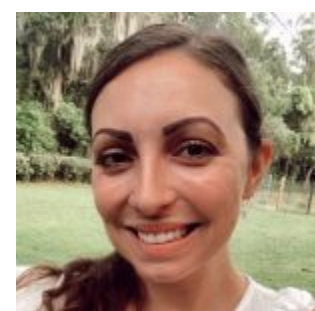
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Multicom, Inc.:

Matt Conrad
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Phone: +1 407-331-7779
Email: pr@multicominc.com

Announcing the Promotion of Emily Cimino to the Multicom Traffic Team



Orlando, FL – March, 2022 – Multicom, Inc., a leading communication solutions provider in North and South America, is pleased to announce the promotion of Emily Cimino to the Multicom Traffic Division.

From her previous position, Emily brings with her a wealth of knowledge of the products that Multicom has to offer in all of our vertical markets. Emily has been working in the traffic division of Multicom since September of 2021, and things have really clicked for her – she loves it, and her customers have also expressed how impressed they are, how easy she is to work with, as well as her professionalism. Emily has proven to be an invaluable asset to Multicom, and our customers, which helps Multicom continue its growth with the expansion of products and services to new and existing customers, and new product solutions.

“We are very excited about the promotion of Emily to our existing network of account executives in Multicom’s Traffic Division”, said Sherman Miller, President and CEO of Multicom, “Emily has the characteristics we always look for at Multicom: Energy, enthusiasm, and most of all a robust ambition to succeed while continuing to learn and grow with the company.”

###

Established in 1982 and headquartered in Orlando, FL, Multicom, a manufacturer and stocking distributor, maintains sales offices, rep agencies and sub-distributors throughout North and Latin America. Multicom stocks over 20,000 products from more than 380 of the world’s major manufacturers which are used to acquire, process, and distribute audio, voice, video, data, energy, and traffic control signals over fiber optic, copper, coax cable, and wireless.

Multicom, Inc. Celebrates 40 Years of Excellent Service and Satisfied Customers



Orlando, FL – Established in 1982 and celebrating 40 years as an industry leader, Multicom is a manufacturer and full-line stocking distributor for end-to-end integration of communication solutions.

Multicom stocks over 20,000 products. The Multicom branded products are produced at Multicom factories throughout the world. Additionally, Multicom distributes the products of more than 380 of the world’s other major manufacturers. These products are used to acquire, process, and distribute television, data, voice, security, and traffic control signals over fiber optic, copper, and coax cable. as a full-line wholesale manufacturer and stocking distributor of CATV, Satellite, Traffic, and VoIP system designs, products, and services.

Sherman G. Miller, Multicom’s President, and CEO stated proudly, “When I started Multicom 40 years ago in my garage, my vision was to make my company grow not only in size but in the excellence of serving our customers with the latest technology at cost-effective prices and outstanding customer relations. No other industry advances faster than ours; to survive, sustain and be a leader in the industry for 40 years, you have to be smart, nimble, and evolve as the industry evolves.”

“My goal,” Mr. Miller continues, “Is to create a place where customers could get everything they needed, from cutting-edge products to installation and application instruction, all under one roof.”

Multicom has become just that; a “One-Stop Resource Center”, where customers receive all that they need to confidently take on any challenge and with the resources to complete any type of job in this industry. Multicom employees are certified and trained on current product advancements – to not only understand the functionality of the products, but their precise application, and to help customers integrate these products every step of the way to solve every networking challenge.

Throughout the years, Multicom has been recognized for its outstanding service and achievements in the industry such as:

- [Top-Tier Multicom, Inc., Ranked in Top 15 Tech Companies by the Orlando Business Journal](#)
- [Poised for Growth! Multicom Honored at GrowFL 10th Annual Awards Ceremony](#)
- [Multicom Named NCTC Top Performer in Service Quality and Processing Metrics](#)
- [Multicom a Finalist in GrowFL: Florida Companies to Watch](#)
- [Multicom’s President & CEO Sherman Miller Honored by Orlando Business Journal](#)
- [Multicom Announces Foreign Trade Zone \(FTZ\) Designation in Longwood, Florida](#)
- Orlando’s Top 50 Business Award
- Export Achievement Certificate
- Exporter of the Year Award
- President’s “E” Award
- Broadband Properties FTTH ‘Top 100’ – Eight times running

Multicom continues to expand its services as well as its line of reliable, feature-rich, value-priced fiber optic and coax cable products. Multicom has grown its fiber broadband product line to include a wide variety of fiber optic tools and test equipment. The new Multicom Fusion Splicer is the fastest in the industry and has set a new standard in both quality (with a three-year warranty), and price, sending a chill through our competitors.

[See our Catalogs](#)

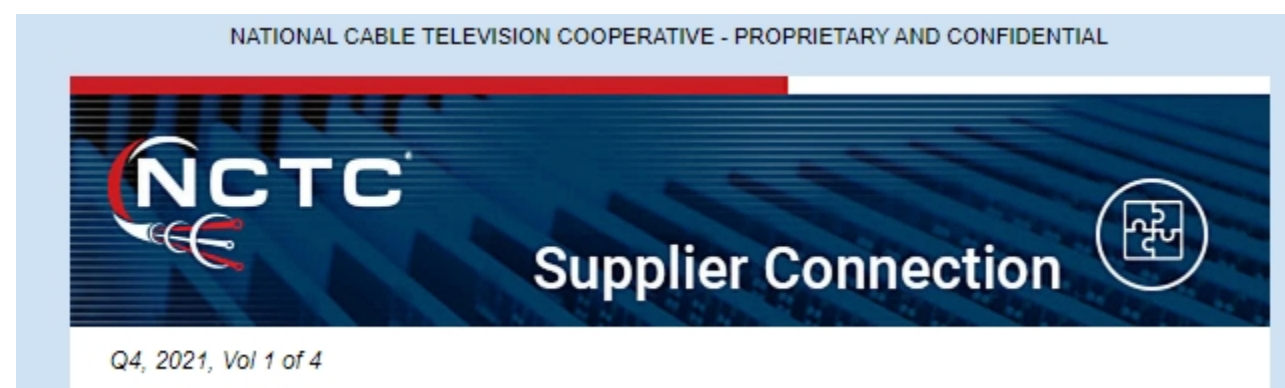
For more information, call 1-800-423-2594, e-mail to multicom@multicominc.com.

NCTC Supplier Connection - Q4, 2021 Edition



*Because of the ability to maintain a high level of service quality and processing metrics for NCTC members, **Multicom has been named by the NCTC Group Purchasing Organization as a “Top Performer” in order processing metrics.** NCTC has distinguished Multicom for offering cutting-edge products, well-rounded content, and creative solutions that help NCTC members deliver best-in-class service to their subscribers.*

In case you didn’t see it, this is the Multicom submission in the Q4, 2021, NCTC Supplier Connection Newsletter:



December Fusion Splicer Member Special-- Great Deal!

Today's Fusion Splicer: From Clunky Dinosaur to Rugged Precision Hand-held Marvel



The science of fusion splicing has come a long way in a short time from a large, slow, expensive, suitcase-sized contraption, to a low price, high performance, handheld precision instrument!

How did it happen?

- **USA-German-Japanese Technology** for compact size, accuracy, reliability, highest performance, including environmental sensors and automated-arc compensation
- State-of-the-art **Core-to-Core PAS fiber alignment** for highest performance, high-reliability splices, and a fully automated process: Ensure fiber cleave quality, perform multi-pulse fusion splice, evaluate splice quality
- **3-year Warranty and all service is done in Orlando, Florida**

A few key factors can differentiate a good fusion splicer from a great fusion splicer – the first of which is confidence in your purchase, and your product. Multicom is so confident in our titanium alloy body MUL-FSPICE-300 Fusion Splicer that we offer a three-year warranty on our product. That's three years of worry-free peace of mind, and if something goes wrong, Multicom Fusion Splicers are serviced and supported by Multicom in Orlando, Florida.

Advanced 6-Motor Design

Multicom's Fusion Splicer has 6-motor precision core-to-core PAS alignment technology that few competitors offer. 4-motors are common and the general standard in fusion splicers, but the additional two motors incorporated in the Multicom Fusion Splicer provide additional precision and splice reliability. All leading to fully automated processes and high speed – do much more, faster, and with high quality.

Multicom's Fusion Splicer is water-resistant, drop and impact resistant, and can handle harsh work environments that can be humid, dusty, high altitude, hot, cold, etc. The built-in sensors and automated Arc Comp technology automatically compensates for these environmental changes.

Multicom's MUL-FSPICE-300 Fusion Splicer Kit is a tough compact engineering marvel that includes all the necessary splicing tools and accessories, including a fiber optic cleaver, strippers, shears, and all the cleaning supplies and accessories to get you splicing – all neatly packed into a compact toolbox-sized case that can easily be carried with you anywhere you need to go.

Learn more about the reliable, fast, affordable Multicom Fusion Splicer, and more innovative Multicom products at: www.multicominc.com/nctc You may also email [Evan Gooden, \[Evan Gooden\]\(mailto:Evan.Gooden@nctconline.org\)](mailto:Evan.Gooden@nctconline.org), with questions.

DECEMBER MEMBER SPECIAL!
PURCHASE A MULTICOM MUL-FSPICE-300 KIT
Get a **FREE MULTICOM** - MUL-OPM-100 - Optical Power Meter (\$99 Value)

\$2,495

MUL-FSPICE-300 Fiber Optic Fusion Splicer

- FAST 7 Second Splicing
- ULTRA-FAST 9 Second Heat Shrinking
- 3 Year USA Warranty
- Multicom Service & Support
- 6-motor Precision Technology

MULTICOM

“Partnering with NCTC has allowed Multicom to reach further into the cable and broadband industry by working with the cable operators and IT providers that serve small and mid-sized communities”, said Sherman Miller, President, and CEO of Multicom, Inc. “With generations of experience, these agile companies succeed by taking risks and competing in an ever-changing industry, while always putting customers first. These are precisely the values that have proven successful for Multicom, which explains why we share a very successful synergy with NCTC members.”

Multicom wears the NCTC badge proudly and is very grateful to the NCTC Group Purchasing Organization for this distinguished honor.

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Headquartered in Orlando, FL, and maintaining sales offices, rep agencies and sub-distributors throughout North and Latin America, Multicom stocks over 20,000 products from more than 380 of the world's major manufacturers. These products are used to acquire, process, and distribute audio, video, data, energy, and traffic control signals over fiber optic, copper, and coax cable.

For more information, call 1-800-423-2594, or email: multicom@multicominc.com

Top-Tier Multicom, Inc., Ranked in Top 15 Tech Companies by the Orlando Business Journal

July 26 – Orlando, FL – Multicom has been ranked among the Top 15 **Central Florida Technology Companies**, by the *Orlando Business Journal*, and is proud to be one of only four Certified Veteran Owned companies on the list.



As both a manufacturer and distributor of cutting-edge technology, Multicom is the only company with a **Foreign Trade Zone (FTZ)** in Seminole County. Multicom has positioned itself to be involved with every aspect of both home and business broadband interconnectivity, converging a business plan that includes domestic and worldwide sales, as well as traffic solutions and a digital phone platform.

“A true ‘tech’ company is one that will never stop learning. In the fast pace and ever-evolving world of technology, if you are not setting the pace and deeply entrenched in all aspects of technology innovation, it is easy to fall behind.” said Sherman Miller, President and CEO of Multicom, “Fortunately Multicom is run by a diverse group of passionate people who are looking to build a better, smoother and exciting future for our next generation.”

From products and services used by the U.S. government's State Department and the U.S. Army to high-profile sports organizations like the Kansas City Chiefs and Pittsburgh Pirates, notable companies in the hotel, hospital, convention center, and academic sectors utilize Multicom's products and services in an endless variety of ways to satisfy both business and personal broadband needs. Multicom provides the products and services needed to maximize connectivity, thereby maximizing productivity.

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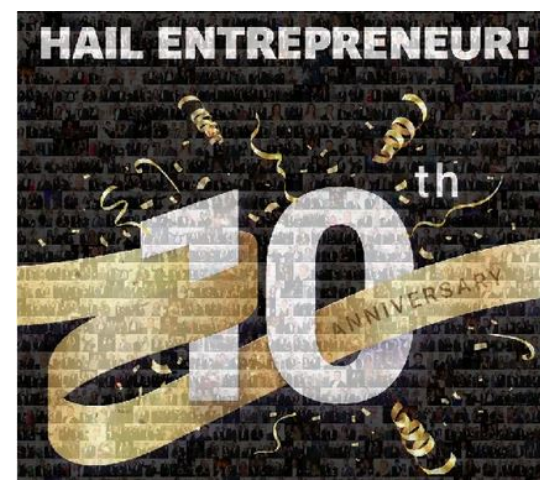
Established in 1982 and headquartered in Orlando, FL, Multicom, a manufacturer and stocking distributor, maintains sales offices, rep agencies, and sub-distributors throughout North and Latin America. Multicom stocks over 20,000 products from more than 380 of the world's major manufacturers which are used to acquire, process, and distribute audio, voice, video, data, energy, and traffic control signals over fiber optic, copper, coax cable, ethernet, and wireless.

Poised for Growth! Multicom Honored at GrowFL 10th Annual Awards Ceremony



Orlando, FL – February 18, 2021 – GrowFL Florida Companies to Watch celebrates Multicom as a growing second-stage company headquartered in Florida. Second-stage companies are identified as somewhere in between a startup and a large firm and have one basic commonality – **they are poised for growth.**

Focusing efforts on these companies means strengthening the economy of the region and supporting the entrepreneurs who live among us. Second-stage companies are the backbone of Florida's economy and the definition of economic growth and prosperity.



“Multicom and all of its staff are very proud to be honored by GrowFL. We are all in agreement and energized that the aggregate opinion of the GrowFL Advisory Board has concluded that we are poised for growth, we certainly think we are! This acknowledgment by GrowFL is an affirmation of all of our hard work, even under these extreme circumstances,” said Sherman Miller, President, and CEO of Multicom.

As the only statewide organization focused exclusively on second-stage and emerging second-stage growth companies, GrowFL’s philosophy is to identify, serve and celebrate these companies that have the best potential to contribute to Florida’s economy.

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Headquartered in Orlando, FL, and maintaining sales offices, rep agencies and sub-distributors throughout North and Latin America, Multicom stocks over 20,000 products that are produced and assembled at Multicom factories, in addition to more than 380 of the world’s other major manufacturers. These products are used to acquire, process, and distribute television, data, voice, security, and traffic control signals over fiber optic, copper, and coax cable.

For more information, call 1-800-423-2594, or email to multicom@multicominc.com

Multicom Named NCTC Top Performer in Service Quality and Processing Metrics

Orlando, FL – November 12, 2020 – Because of the ability to maintain a high level of service quality and processing metrics for NCTC members, **Multicom has been named by the NCTC Group Purchasing Organization as a “Top Performer” in order processing metrics.** NCTC has distinguished Multicom for offering cutting-edge products, well-rounded content, and creative solutions that help NCTC members deliver best in class service to their subscribers.

NCTC works with over 700 members throughout the cable and broadband industry while partnering with “Top Performer” suppliers and content providers who are laser-focused on driving innovation in our industry. Working with top-level organizations like Multicom shapes the future of communications and supports independent pay-TV and broadband providers who offer the technology that transforms the way people live and work. NCTC taps the strength of member companies to navigate the changing competitive landscape while creating new opportunities for scale and efficiency.

“Partnering with NCTC has allowed Multicom to reach further into the cable and broadband industry by working with the cable operators and IT providers that serve small and midsized communities”, said Sherman Miller, President and CEO of Multicom, Inc. “With generations of experience, these agile companies succeed by taking risks and competing in an ever-changing industry, while always putting customers first. These are precisely the values that have proven successful for Multicom, which explains why we share a very successful synergy with NCTC members.”

Multicom wears the NCTC badge proudly and is very grateful to the NCTC Group Purchasing Organization for this distinguished honor.

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Multicom Makes the List: 50 Florida Companies You Will Want To Watch

Outstanding Leadership, Culture, and Growth Make these Second-stage Businesses Stand Out

GROWFL

FLORIDA COMPANIES TO WATCH® CELEBRATING SECOND-STAGE ENTREPRENEURS

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In association with:



Orlando, FL – November 12, 2020

Multicom is pleased to be among the top 50 second-stage companies in Florida selected as a 2020 GrowFL Florida Companies to Watch honorees, a statewide competition that identifies companies expected to see significant growth over the next several years.

Companies to Watch was developed by the Edward Lowe Foundation as a unique way to recognize and honor second-stage companies that demonstrate high performance in the marketplace with innovative strategies and processes, making them “worth watching.” GrowFL received more than 400 nominations for the award this year.

82 finalists were announced earlier this year, and the 50 honorees were selected after a final round of judging by a panel of independent judges comprised of past honorees, economic development leaders and corporate partners of GrowFL. Companies were judged on a number of criteria including: growth in number of employees; impact of the business in the job market; increase in sales and/or unit volume; current and past financial reports; innovativeness of the product or service; response to adversity; and contributions to aid community-oriented projects.

“These stand-out companies are all led by entrepreneurs, and have demonstrated not only their willingness to grow, but their capacity to do it successfully,” said Dr. Tom O’Neal, GrowFL Founder. “They are all positioned to make a significant impact on Florida’s economy with their products, services, critical intellectual property or a niche position that gives them a competitive edge in their markets. These business owners demonstrate strong leadership, philanthropic involvement, perseverance and all it means to be an entrepreneur.”



“We are very proud to be recognized with such distinguished past and present honorees. GrowFL has been very meticulous about how they choose their honorees and we are honored to be distinguished with so many outstanding companies. For that we thank you,” said Sherman Miller, President and CEO of Multicom, Inc. “Multicom has always strived to strategically position itself in a number of markets, and always mindful to support local businesses, especially during this very challenging time. To be recognized for this, as well as how we have handled our business growth model, is a big boost of morale and esteem for our company.”

“The 50 second-stage companies named as GrowFL Florida Companies to Watch Honorees reflect the exceptional leaders who are making a difference in growing and diversifying the state of Florida,” said Jennifer Barrows, Chairman of the GrowFL Advisory Board and Business Development Executive with Withum. “Second-stage companies are defined as those with 6 to 150 full-time employees and between \$750,000 and \$100 million in annual revenue. As the only organization in Florida that focuses exclusively on this state of business, GrowFL works to develop program specifically to support and celebrate them.”

From 2016 through 2019, these companies generated \$813 million in revenue and added 668 employees, reflecting a 103% increase in revenue and 113% increase in jobs for the four-year period. That translates into a 27% average annual revenue growth and 20% average annual growth in employees.

Even through the pandemic, these companies projected continued growth in 2020, with a 15% revenue increase and 17% growth in employees compared to 2019. If their projections hold, these companies will have generated \$1.14 billion in revenue and added 887 employees over the last five years — a 133% increase in revenue and 150% increase in jobs since 2016.

Companies named to the list will be officially recognized at the 10th Annual GrowFL Florida Companies to Watch Celebration on February 18, 2021 at the Hammock Beach Resort and Spa in Palm Coast, FL. The event will also be broadcast live. Tickets are on sale now. For more information or to purchase tickets, visit <https://www.growfl.com/flctw20/about-flctw/>

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Multicom Finalist in 2020 Golden 100 Top Private Companies



Orlando, FL – October 8, 2020 – The *Orlando Business Journal* continues its long-standing tradition of honoring Central Florida's best as they congratulate the 2020 Golden 100.

This year's list of top local privately-held companies — ranked by most recent year-end revenue — hail from a variety of industries including construction, real estate, technology, and manufacturing to name a few. Additionally, several are minority-, women- and veteran-owned businesses in metro Orlando.

Multicom's excellence has been recognized as a strong contributor in the technology and manufacturing arenas – making them a very strong partner in the growth and advancement in these fields in central Florida. As well, Multicom has been certified as a Service-Disabled Veteran-Owned Small Business by the Department of Veterans Affairs.

Although businesses throughout the region have been facing financial hardships due to the Covid-19 crisis, it's important to take the time to celebrate Central Florida's economic growth and the success stories built on experience and dedication to customer satisfaction. Multicom, swift to adapt to this challenging time, is proud of the recognition bestowed upon them by the *Orlando Business Journal*.

“Being proactive, flexible, and keenly aware of industry trends, and keeping ahead of them, are all critically important in today's volatile and unpredictable market economy.” said Sherman Miller, Multicom's President and CEO, “Being diverse in products, markets and verticals decrease the chance that depending on any one of these varying components will influence or impact your business negatively. And finally, having a dependable, experienced, and knowledgeable brain-trust of personnel around the table, with the ability to assess market trends and make the necessary adjustments on the fly gives you a competitive advantage that cannot be underestimated. This is a time where critical thinking and analysis are key to survival. Having the mindset to make radical decisions based on clear rationale and facts, puts you in a position of leadership, and sets the pace in the industry.”

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Multicom a Finalist in GrowFL: Florida Companies to Watch

GROWFL



FLORIDA COMPANIES TO WATCH®
CELEBRATING SECOND-STAGE ENTREPRENEURS

2020 Finalist



Multicom is proud to announce that we have advanced to the final round of the prestigious GrowFL Florida Companies to Watch – list of “Second-Stage Entrepreneurs”. As a finalist, Multicom is among an elite group of companies in the running to be selected as an Official Honoree.

GrowFL Florida Companies to Watch celebrates growing second-stage companies headquartered in Florida. Companies to Watch was developed by the Edward Lowe Foundation as a unique way to recognize and honor second-stage companies that demonstrate high performance in the marketplace with innovative strategies and processes, making them “worth watching.” Presented by GrowFL, in association with Edward Lowe Foundation, Florida Companies to Watch is an awards program like no other.

The Edward Lowe Foundation conducted a series of focus groups with growth-minded second-stagers. What was especially interesting, participants described four phases within the second stage:

- **Overwhelmed:** Second-stagers no longer worry about survival on a daily basis as they did during startups days.
- **Building the Team:** Bringing on people with skill sets that both complement and replicate their own expertise is one of the most important things second-stage entrepreneurs can do.
- **Growing to Last:** This phase is about creating strategic plans, processes, and organizational structures in order to scale the company profitably.
- **Focused Opportunities:** As second-stage entrepreneurs become more strategic, they get better at recognizing specific opportunities to take advantage of — which can include anything from acquiring another company to expanding their product line.

It has been determined that Multicom meets all of these second-stage qualifications, and will move on to the next phase of the selections. Honorees will be announced at the end of September.

GrowFL: As the only statewide organization focused exclusively on second-stage and emerging second-stage growth companies, GrowFL's philosophy is to identify, serve and celebrate these companies that have the best potential to contribute to Florida's economy.