



Minicom Digital Signage signs Partnership with Venco, Leading Spanish Distributor

Zurich, Switzerland (July 21st, 2010) - [Minicom Digital Signage](#), the world leader in Digital Signage media infrastructure equipment is happy to announce that it has signed a distributor agreement with Venco Electronica, S.A., the first local distributor of electronic components & Digital Signage solutions in Spain.

Venco is a project based company which has been formed by several companies specialized in electronic equipments. It has been offering electronic components since its creation, in 1983. Today, Venco wants to strategically position itself on the Digital Signage market by offering all the components of a [Digital Signage system](#). In this context, Minicom DS is strengthening Venco's portfolio by providing the missing link between Venco's electronic hardware and its full [Digital Signage solution](#).

Juan A Clotet, Venco Managing Director, says: "Being partners with Minicom Digital Signage allows us to promote new products to our existing customers in the Digital Signage area, and to offer integration services of Digital Signage systems with Minicom DS' products in order to offer a complete Digital Signage solution."

Esteban Perez, Sales Manager at Minicom Digital Signage, adds: "We are excited to have Venco Electronica S A as our partner. Joining forces with Venco puts us in a position to grow and develop our business in Spain and in Portugal and fits into our long-term commitment to the Digital Signage and AV markets. We expect this partnership to be an excellent added value for future growth with our Spanish and Portuguese Digital Signage customers and projects base partners."

Being the world leader in media infrastructure in the Digital Signage industry, Minicom DS is the best qualified partner to offer a quality of equipment and services to complete Venco's Digital Signage solutions. Today, in order to stay the leader in this ever changing industry, Minicom Digital Signage is adding a unique and innovative [Remote Display Management \(RDM\) unit and Proof-Of-Performance \(POP\) solution](#) to its portfolio. This new solution enables operators to remotely control and monitor their display at any time and to receive delivery feedback from the screen, thereby reducing downtime and improving visibility.

About Venco Electronica

Venco Electronica S.A. has been distributing electronic components to Spanish OEMs since 1983. It also provides technical and logistic support to companies developing new applications designs. Furthermore, as a franchised distributor, Venco manages stock and provides personalized support services to customers. Their product portfolio includes TFT, embedded boards, semiconductors and communications products. The more recently Venco's branch called DS (Digital Screen for Digital Signage) is devoted in the Digital Signage market and offers complete solutions in this area.

About Minicom Digital Signage

Minicom Digital Signage is the world leader in Digital Signage media infrastructure. The Company offers unique solutions which enable the transmission of rich content from a media player to multiple digital displays located hundreds of meters/feet away, advanced remote monitoring and control capabilities. Being in constant search of innovative technologies, its mission is to increase the infrastructure's value and to reduce its operational costs by offering a better price/performance ratio, and lower operational & integration costs. MDS provide highly reliable solutions with high robustness, reduced risk, and world-renown professional support. Today, over 400K screen displays around the world are running with Minicom Digital Signage technology. As a result of its success, Minicom



Digital Signage received a Company winning award, integrated the Intel Capital Portfolio and has been selected as a Deloitte Technology Fast 500 Company.

For further information:

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