

FOR IMMEDIATE RELEASE



## Lan 1 named as Axis Communications Distributor of the Year

**Melbourne, Australia, March 25<sup>th</sup> 2014** – Lan 1, value-added distributor of IP Networking, IP Storage, IP Security and IP CCTV products and solutions has been named the Axis Communications Distributor of the Year for the Oceania region at Axis' Annual Partner Summit held in the Phillip Island earlier this month.

The award recognises overall excellence of Axis Distributors throughout Australia and New Zealand, with local Axis representatives responsible for nominating partners that have excelled in their field – nominations are then reviewed by a group of senior Axis executives to determine the winners. This marks the sixth year (second consecutive) that Lan 1 has been recognised with these honours.

The award was accepted by Basil Delimitros, Lan 1's IP CCTV Business Manager who said:

*"We are extremely proud to once again be named Axis' Distributor of the Year however we could not have achieved it without the direct support of Axis and our trusted Channel Partners. Our objective is to accelerate the success of our Axis Channel Partners - something that cannot be achieved by simply taking orders for cameras. Instead, we offer a very comprehensive IP CCTV Ecosystem that includes not only the cameras but the entire end-to-end system requirements including VMS software, servers and storage, wired and wireless networking infrastructure, secure remote access appliances, and associated Professional Services – everything a Channel Partner needs for a successful implementation. This award is a testimony to Lan 1's excellence in business execution and proven ability to innovate, enable and accelerate business for our Channel Partners."*

Systems Integrators looking to become a Lan 1 Channel Partner and gain access to a range of best-of-breed products from Axis Communications, Milestone Systems, Raytec, Ruckus Wireless, Dell and ISONAS should contact their local Lan 1 branch office or email [enquiry@Lan1.com.au](mailto:enquiry@Lan1.com.au).

For further information on upcoming Axis Communications Academy Certification Courses taking place around Australia please visit [www.lan1.com.au/education-training](http://www.lan1.com.au/education-training).

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### About Lan 1

Established in 1993, Lan 1, a Hills (ASX: HIL) business, is a value-added distributor of a range of IP Storage, IP Networking, IP Security and IP CCTV products and solutions for entry-level applications through to mission-critical enterprise networks.

Headquartered in Waterloo, Sydney, and with branch offices in Melbourne, Brisbane and Perth, Lan 1 provides strong brand name products backed by high levels of service and support. Lan 1 assists with design, configuration and implementation of its complete range of products, enabling Reseller and Integration Partners to offer effective solutions to their customers.

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### About Axis Communications

Axis is an IT company offering network video solutions for professional installations. The company is the global market leader in network video, driving the ongoing shift from analog to digital video surveillance. Axis products and solutions focus on security surveillance and remote monitoring, and are based on innovative, open technology platforms.

Axis is a Swedish-based company, operating worldwide with offices in more than 20 countries and cooperating with partners in more than 70 countries. Founded in 1984, Axis is listed on the NASDAQ OMX Stockholm, under the ticker AXIS. For more information about Axis, please visit our website at [www.axis.com](http://www.axis.com).

### **For further information, please contact:**

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Left to right:

Trevor Westhead, Regional Sales Manager, Southern Region, Axis Communications

Daniel Lee, Managing Director, Lan 1

Basil Delimitros, Business Manager, IP CCTV, Lan 1

Ian McKinnon, Business Development Manager, IP CCTV, Lan 1

Fredrik Nilsson, Regional Director, North America, Axis Communications

Wai King Wong, Country Manager, South Pacific Region, Axis Communications

Nick Vines, Distribution Sales Manager ANZ, Axis Communications

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