

INTERNATIONAL  
**AKOM**



# INNOVATION ENABLER

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We create sustainable technology ecosystems that simplify processes and secure physical spaces and work teams for efficient, flexible and business critical communication.

We respond to evolving needs in the complex IT market, with a team of competent and experienced professionals.



Aikom International is a value-added distributor of telecommunications products and technologies, operating in Italy and abroad. We offer products and technology solutions for unified communication, connectivity and security projects.

We continuously invest to increase the quality and depth of the team's skills, for the benefit of those who choose to depend on us.

**We believe in knowledge  
as a generator of  
value and an enabler  
of innovation.**

People, relationships and the value of skills - these are what we believe in. Our aim is to find the best solutions and tools and put them at the service of our partners and their clients on a daily basis: tough team members who unite people with their projects, safeguard them and keep them protected. People who look ahead.

Aikom International positions itself on the market as an 'Innovation Enabler': our mission is to create a virtuous synergy with the ICT and TelCo channel, 'enabling partners to innovate'. With System Integrators, designers, installers and Internet Service Providers we share vision and skills, to realise, together, state-of-the-art telecommunications and security projects.

Experience, expertise, innovation and technology: this is the background of our profession.

# BORN TO LOOK AHEAD

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“  
**We distribute  
technology ecosystems  
for the forward-looking  
IT world**

”

## Aikom International distributes products and solutions for:

- System Integrators
- Security/IT/ICT managers
- Internet/Managed Service Providers

## WE OFFER TECHNOLOGY ECOSYSTEMS TO PARTNERS IN :

- Security & Surveillance
- Wireless Broadband
- Networking & Cabling
- Unified Communications
- AI & Analytics
- IoT



# PROFESSIONAL MOBILE RADIO

Together with our partners we build networks of communication networks that make the activities of work teams more efficient and secure. We offer our customers the most advanced solutions and the best international brands for mission- and business-critical voice and data communication: the keywords, here, are immediacy and reliability.

The timeliness of an intervention, the care of a patient, an efficient coordination of the team, the reporting of a problem or the simple daily activity in the workplace, be it a means of transport, a hotel or a shop: everything becomes more effective thanks to new unified communication technologies.



### **PUBLIC ASSISTANCE AND SAFETY**

law enforcement and rescue  
public , health facilities, public  
administration.



### **INDUSTRIAL AND COMMERCIAL FIELD**

industrial and production com-  
plexes, construction sites, agricul-  
ture and livestock farming, shop-  
ping centres and office buildings.



### **SERVICES**

accommodation, leisure,  
educational and cultural facilities,  
private security, transport  
and logistics.

- DMR and TETRA portable and vehicular radio equipment
- portable and analogue vehicle radio equipment
- fixed stations and repeaters
- radio operations centres
- antennas, filters and radio accessories
- single-site and multi-site radio systems
- cloud based PTT systems
- body-worn cameras
- intercom communication systems
- cellular coverage and radio network extenders

We offer our partners a wide selection of brands, products and technologies for the design and implementation of high-speed, wired, wireless and cellular data networks.

Evolving IT skills and infrastructures requires attention, training, perspective and competent support: we respond to these multiple needs of the ICT and TelCo world with the experience of our team and a careful selection of products designed for the realisation of multigigabit networks and convergent services that are absolutely reliable and efficient.



#### **FIELDS OF APPLICATION**

- Wireless networks for internet access (WISP)
- Indoor and outdoor Wi-Fi networks in the public and private sector
- Wireless networks for video surveillance systems
- Cellular wireless networks for mobile vehicles
- Wireless networks for remote control systems
- Disaster recovery or failover backup
- Wireless networks for mobile WiFi access

# **BROADBAND COMMUNICATION & NETWORKING**



- HiperLAN devices for broadband connectivity in fixed outdoor, point-to-point and point-to-multi-point environments
- MicroWave equipment for the realization of point-to-point connections operating in the licensed frequency band
- WLAN equipment for the realization of indoor and outdoor WiFi coverage

- Multi-WAN and multi-SIM cellular routers to provide mobile connectivity over LTE networks
- Switching and structured cabling equipment
- Design software for Wi-Fi and Wireless networks
- Software platforms for controlling and managing public and private Wi-Fi networks



# SECURITY & SURVEILLANCE

When video, data and advanced analytics technologies communicate and learn from each other, the security and performance of any organisation improves.

Aikom International offers system integrators, security installers, security and IT managers a wide selection of IP-based brands, products and technologies for the design and implementation of physical security systems that meet the needs of public order, crime deterrence, traffic and road control, access control to sensitive areas and surveillance of corporate assets.

In a landscape of increasingly convergent IT solutions, partners can rely on the attentive and competent vision of our team.

- Video cameras
- Image and alarm management software
- Hardware and management software for access control
- Self-learning video pattern based analysis
- Reading number plates
- Distributed storage systems
- Monitors and equipment for control rooms
- UPS uninterruptible power supplies



### **CITY VIDEO-SURVEILLANCE SYSTEMS**

management of information and test alarms from cameras located in the urban area (traffic networks, roads, cycle paths, etc.).



### **EXTENDED VIDEO-SURVEILLANCE SYSTEMS**

set of cameras for large-scale land control (ground control, river level, embankment situations, etc.).



### **PERIMETER VIDEO-SURVEILLANCE SYSTEMS**

set of cameras to control a defined area (offices, warehouses, shops, schools, ports, airports, stadiums...).

## TECHNICAL SUPPORT

- **PRE-SALES SUPPORT**  
Regular channel support for project evaluation and drafting, also in the field.
- **TECHNICAL TRAINING**  
Professional refresher training.
- **AFTER-SALES SUPPORT**  
Strong after-sales support with a dedicated team.
- **PROJECT SUPPORT**  
Close relationship with the vendor to support the partner on new projects.

## COMMERCIAL SUPPORT

- **COMPETENT SALES ACCOUNTS**  
Our entire sales network is composed of professionals with experience and expertise in the world of ICT and TELCO.
- **CLOSE RELATIONSHIP WITH VENDORS**  
We offer the best opportunities to our partners.
- **MARKETING SUPPORT**  
We carry out marketing activities for and with our partners.
- **BUSINESS DEVELOPMENT**  
We carry out business development activities for partners, delivering profiled leads.

# VALUE ADDED DISTRIBUTOR

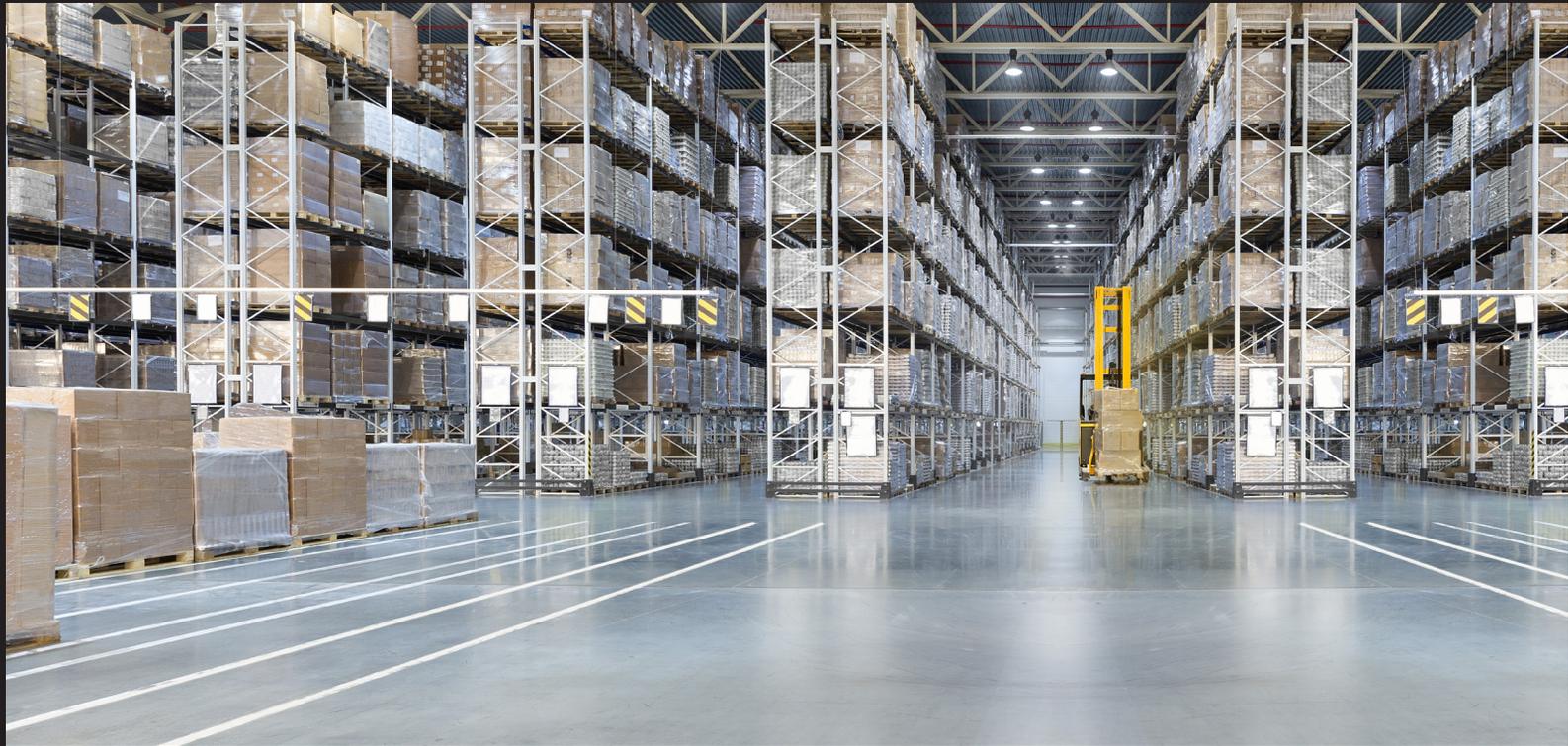
## LOGISTIC SUPPORT

- DEDICATED STOCK**  
Possibility of dedicated stock for our partners.
- PLANNED ORDERS**  
The best way to buy: shipments, packages and planned stock, with dedicated discounts.
- FLEXIBLE MANAGEMENT**  
Flexibility in the management of orders and shipments.

We value every project, in every phase. Both pre- and post-sales are key moments to which we have always paid great attention; but we also take care of all the aspects that can help you get your idea off the ground, with technological and high-performance products, financial support and marketing strategies that will give your business wings. And above all, we listen, plan and study flexible strategies for the growth of both parties. Our relationships and partnerships with trusted suppliers guarantee the quality of every project, service and initiative that we carry out every day with pride and dedication.

## FINANCIAL SUPPORT

- RELIABILITY FINANCIAL FACILITIES**  
Financial stability and reliability to ensure the best conditions for partners.
- FLEXIBILITY AND PLANNING**  
Growing together with our partners is what we are constantly striving for.
- FINANCIAL INSTRUMENTS FOR PARTNERS**  
The most innovative financial instruments to support the best projects of our partners.
- EXPERTISE**  
A complex and competitive economic scenario requires solid financial skills.



# DISTRIBUTED BRANDS

# PROFESSIONAL MOBILE RADIO

## 1. Professional radio equipment and solutions



KENWOOD



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## 2. Professional systems for unified communication



## PROFESSIONAL MOBILE RADIO

### 3. Data Integration gateways and cellular coverage enhancement

**Comba**  
keeps you connected

**Mikado LT**

**PBE Axell**

**SMC gateway**

### 4. Accessories

**3M**  
**PELTOR**<sup>TM</sup>

**AA**<sup>®</sup>  
ATEL-ANTENNAS

**AMPHENOL  
PROCOM**  
connect with confidence

**alfatronix**  
POWER. NO COMPROMISE.

**Funktronic**  
Kompetent für Elektroniksysteme

**MICROSET**<sup>®</sup>

**PANORAMA ANTENNAS**

**savox**  
COMMUNICATIONS



# WIRELESS & NETWORKING

## 1. Wireless Broadband



## 2. Mobile and IoT connectivity



## WIRELESS & NETWORKING

### 3. Wi-Fi, Networking & Cabling



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### 4. Software Wi-Fi and Hotspot



## SECURITY & SURVEILLANCE

### 1. Video surveillance

**AVIGILON™**

**A.I. Tech**  
The Vision of the future. Now.

**BOSCH**

**HIKVISION**

**Hanwha**  
Techwin Europe

**FELCO**  
a Motorola Solutions Company

**SERINN**  
accessori TVCC

**GUIDEOTECH**

### 2. Number plate reading and Access Control

**AVIGILON™**

**Hanwha**  
Techwin Europe

**HIKVISION**

**SELEA**

### 3. Energy Stations

**ENERGY STOCK**

**MICROSET®**

t o **w** n e t®

### 4. Audio & Video

**HIKVISION**

**LG** | Business Solutions

**EPSON®**  
EXCEED YOUR VISION

# INNOVATION ENABLER

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