



PRESS RELEASE

Focus EDL appointed by TiBBO Technology Inc

- **TiBBO products allow any serial device to be quickly network-enabled**
- **Stand-alone and board-level products satisfy widest range of applications**

Focus EDL announces its appointment as a franchised distributor for the network connectivity solutions specialist company TiBBO Technology Inc. The agreement has immediate effect.

TiBBO is recognized as the leading manufacturer of hardware and software products designed to provide users with the ability to network-enable any serial device. As a result customers of all sizes who need to connect serial devices can take advantage of the speed and cost benefits of Ethernet-based networks by using TiBBO's external, board-level or Ethernet-to-serial board products.

"There are very many companies who continue to design systems around serial devices" says Focus EDL's Geoff Philpot, "And, of course, there are even more customers who have an installed base of serially-connected products. These are common throughout industry where computer-controlled equipment only has a serial port for communication and, in many commercial installations, where users still mix serial devices with faster means of communication. TiBBO's connectivity devices, which range from simple 10/100 BaseT Ethernet-to serial modules for onboard placement, to stand-alone serial device servers which allow serial devices to be connected directly to the latest high-speed data networks, provide a very quick and cost effective solution. They are an excellent addition to the Focus product offering.

For TiBBO, a spokesman said, "As we move to expand in Europe, we have been looking to identify specialist distributors with a good customer base in industrial data communications and networking. For us, Focus EDL combines a complementary range of specialist products with a clear understanding of our potential market. I am very confident that Geoff Philpot and his team will help us meet our targets in the coming years.