Cochrane Supply, Optigo Networks partner to provide complete network solutions
New one-stop shop for Master Systems Integrators designing high-performance buildings

January 21, 2018, Vancouver and Michigan – Today, Michigan-based Cochrane Supply has announced that it is a North American distributor for Vancouver-based Optigo Networks' suite of operational technology (OT) products. This ushers in a new era for Cochrane Supply, providing complete IoT network solutions to Master Systems Integrators (MSIs).

"We want to make sure that our customers' networks are safe and secure from the prevalent risk of cyber attacks," says Scott Cochrane, President and CEO of Cochrane Supply & Engineering. "It's our job to serve our customers, and this new partnership helps us do just that by providing the means necessary for them to not only create their own OT network, but to be confidently secure in the process."

Optigo Networks' suite of products, including its popular Optigo Connect™ family, offer easy-to-manage switches available with secure networks and a fraction of traditional infrastructure requirements. The partnership with Cochrane Supply makes these packages widely available in North America, with support from a leading operational technology distributor. With a host of globally recognized controls manufacturers in their offering, Cochrane Supply is now a one-stop-shop for MSIs looking to design sophisticated network solutions.

"We look forward to working closely with Cochrane Supply, to provide innovative network solutions for integrators across North America," says Pook-Ping Yao, CEO at Optigo Networks. "Cochrane Supply has a robust line of trusted partners and manufacturers, and we are proud to join their offering of unique solutions."

With this exciting new distributor partnership, MSIs throughout North America can work with a single supplier to design advanced, high-performance buildings.

Contact Cochrane Supply to learn more about Optigo Connect solutions for your building and official product launch dates, or visit Optigo Networks at AHR 2018 in Chicago at booth 4153.

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About Optigo Networks
Optigo Networks simplifies the complex for people who own, manage, and work in smart buildings. Our edge-to-cloud platforms are focused on meaningful analytics and centralized management. With award-winning hardware and software solutions, we're the first to address the growing complexity of securely connecting the thousands of little machines that make up our buildings. We ensure healthy networks in a rising number of commercial buildings around the world, from stadiums to shopping malls, high-rises, data centres, university campuses, and more. Our solutions are continuously evolving to meet the needs of smart buildings worldwide, with healthy networks, simplicity, and people in mind.

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