Optigo Networks and Yorkland Controls partner to advance OT networks
Cross-Canada collaboration unites Yorkland and Optigo in shared smart building vision

January 21, 2018, Vancouver and Toronto – Today, Vancouver-based Optigo Networks announces that Toronto-based Yorkland Controls will be its Canadian distributor. Together, Yorkland and Optigo will provide sophisticated edge-to-cloud OT network solutions.

"The Canadian smart building automation market is eager to embrace the benefits of OT networks and devices, but has been slowed by security concerns and complexities related to deployment of these devices on traditional IT networks," says Gerry Cellucci, Vice President of Yorkland Controls. "By adding Optigo's solution to our product portfolio, we're enabling our customers and partners to overcome the barriers. With Optigo, OT networks are designed, implemented and managed without complexity."

In smart buildings today, it is common to charge IT departments with managing every intelligent device in the building. Unfortunately IT and OT devices behave differently, and have very different management and security requirements. IT and OT professionals are not trained to deal with the complex needs of each other's networks. That is why Yorkland Controls and Optigo Networks are advancing the future of separate OT networks. The Optigo Connect solution is designed specifically for operational devices, and makes it easy for OT professionals to manage a separate on their own. This leads to enhanced security and simplified network management.

Optigo Connect offers easy-to-manage switches available without the need for IT training or certification. The solutions provide secure networks with a fraction of traditional infrastructure requirements. It is a cost-effective solution that makes it possible to connect all OT devices on a property with less equipment, less space, and less cabling. The partnership with Yorkland Controls makes Optigo Connect widely available for purchase across Canada.

"We are excited to partner with Yorkland Controls, to further our shared vision of robust OT networks," says Wayne Tighe, Vice President of Global Sales at Optigo Networks. "Our companies see the need for forward-looking network solutions. We are proud to join Yorkland Controls' list of respected partners and manufacturers."

With this exciting new distributor partnership, separating your networks has never been simpler or more affordable.

Contact Yorkland Controls to learn more about the Optigo Connect solution for your building and official product launch dates, or visit Optigo Networks at AHR 2018 in Chicago at booth.

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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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