

Press release, March 27, 2019

## TOSIBOX PARTNERS WITH TECHVALUE

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**Tosibox Oy**, the Finnish company behind the patented TOSIBOX® IoT connectivity solution welcomes **Techvalue** as its new value added distributor in Chile and Peru.

Tosibox is seeking vigorous and exponential global growth, and partners play a big role in the company's sales strategy. TOSIBOX® **products** are used in more than 120 countries, helping companies in industrial automation, building automation and the security sector secure their IoT connections and simplify remote maintenance, data collection and network management.

With more than 15 years' experience from the market, Techvalue continues to position itself as a leader in value-added technological solutions for its customers. Representing brands such as Moxa, Black Box and VIPA Automation, Techvalue now also has TOSIBOX® products on their shelf ready to secure and connect both Chile and Peru in multiple industries.

"We select our strategic partners after a long and careful selection process. Tosibox brings a new twist to secure industrial connectivity solutions, and we are proud to partner with Tosibox. We consider it very important to have internationally prestigious suppliers, who give an endorsement of the services we offer our clients," says **Miguel Marchese**, Sales VP at Techvalue.

"Us Finns are trusted in cyber security thanks to our expertise in high technology. Trust is increasingly sought after in this industry, and it's always nice to be able to say our technology comes from Finland. This has made Tosibox a globally sought-after provider of secure digital connectivity, and we warmly welcome Techvalue as our partner. Partnerships are an important asset for Tosibox on our way toward strong international growth," says **Jarno Limnell**, CEO at Tosibox.

As secure connectivity becomes essential, Tosibox has made connectivity simple yet highly secure. With modular TOSIBOX® technology, anyone can set up and manage a secure IoT infrastructure in less than five minutes. The TOSIBOX® IoT ecosystem can also be tailored according to user's needs. By eliminating human errors and other cyber security threats in IoT connections, Tosibox helps its customers feel confident and enjoy the benefits of IoT.

### More information

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### About Techvalue

Established in 2002, Techvalue's business strategy is to support its chain of commercial partners, systems integrators, installation and engineering companies, both in the commercialization of products and in the technical and engineering consultancy of projects. To ensure a reliable first-class service, in addition to having a highly specialized staff with extensive experience in networks, Techvalue has the technical support of its technology partners. [www.techvalue.cl](http://www.techvalue.cl)



### **About Tosibox**

Tosibox has taken connectivity and made it simple. TOSIBOX® solution is a game changer for secure IoT connectivity, remote maintenance and network management. The award-winning TOSIBOX® products are manufactured in Finland and used in more than 120 countries. [www.tosibox.com](http://www.tosibox.com)