

ZTE has signed a general distribution agreement with Germany-based VITEC Distribution to sell and market its video conferencing systems in Germany.

The partnership allows the companies to jointly market video conferencing terminals and servers to enterprise customers. ZTE is targeting small and medium-sized enterprises with its high-definition (HD) audio and video solutions. VITEC Distribution will market ZTE's products like T700 HD video terminal, ZXV10 M900 servers amongst others.

Commenting on the partnership, John Lee, general manager, ZTE Germany, says, "Our new distribution partner VITEC will help us to foster the mid-tier market sector in Germany by delivering cost-efficient, easy-to-use and interoperable solutions. The co-operation with VITEC marks another step by ZTE Deutschland towards the expansion of our enterprise channel business in Germany."

Dr. Wilhelm Mettner, chief executive officer, VITEC Group says, "Our experience in the mobile sector will provide us with the advantage of marketing ZTE's video-conferencing equipment."

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