

FiberPlex Names Cardone, Solomon & Associates to Represent its Fiber Optic Line

Written by Frank Hammel
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ANNAPOLIS JUNCTION, MD — FiberPlex, a provider of secure AV communications technologies, named Cardone, Solomon & Associates as its representatives in the New England and metro New York areas.

More details from FiberPlex (www.fiberplex.com):

ANNAPOLIS JUNCTION, MD – With IT and AV industries converging and fiber optics now a vital link between the two, leading fiber optics manufacturer FiberPlex Technologies recently signed on firm Cardone, Solomon & Associates (CS&A) to represent its fiber optic product line to AV integrators and their clients in the New England and metro New York City plus surrounding territory.

“We’re experiencing unprecedented demand for fiber optic technology and with this boom comes a responsibility to educate the market. We are very fortunate to have the CS&A team on board with us to provide expert consulting and support to our customers,” said Kyle Rosenbloom, Eastern Regional Client Relations Executive for FiberPlex.

CS&A is well known for its consultative approach to systems integration and works with top financial, law enforcement, and other large organizations for which secure communications is paramount.

FiberPlex manufactures a line of fiber optic communication products and has a brand presence that goes back a quarter of a century as a leading global communications company, including an early leadership role in TEMPEST mitigation for the U.S. government.

The two are teaming up to provide solutions to organizations with high-risk data, video and audio content now exceeding the limitations of traditional copper cabling. Fiber optic technology by FiberPlex offers ten times the transference rate of copper and isn’t susceptible to the signal leakage problems typical of copper cabling, which can result in security breaches and data corruption over longer distances.

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“FiberPlex is an important addition to our portfolio because they solve our customers’ growing need for long-distance, secure signal distribution, which is taxing on copper cable,” commented John Cardone, who co-founded CS&A along with Mike Solomon in 1997 to work closely with AV systems integrators.

With this new line, CS&A will be able to provide better data handling and security solutions to AV integrators and their customers, who are now faced with larger volumes of data distributed over longer distances as well as stricter data privacy laws holding them accountable for safeguarding customer information.

“Together, with our integration expertise and FiberPlex’ products, we will be able to strengthen and secure networks for integrators and their clients,” said CS&A’s Mike Solomon.