

# KERLINK REACHES NEW LEVEL IN CUSTOMER SERVICE MANAGEMENT: INDUSTRIAL PARTNERSHIP LAUNCHED WITH FLEX, AND ISO CERTIFICATION AWARDED

## PRESS RELEASE

Thorigné-Fouillard, 27 February 2017, 6:00 p.m. CET

**Thorigné-Fouillard**, France - 27 February 2017, 6:00 p.m. CET – **Kerlink** (ALKLK - FR0013156007), a specialist and global leader in solutions dedicated to the Internet of Things (IoT) announces today its industrial partnership to manufacture Kerlink Wirnet™ iBTS stations, using LoRaWan™ technology, with **Flex** (NASDAQ: FLEX), the Sketch-to-Scale™ solutions provider that designs and builds intelligent products for a connected world.

Through this partnership, Kerlink is, from now, significantly increasing its global delivery capacity, leveraging Flex global reach and far-reaching know-how in wireless networks, and especially RF based front haul and backhaul connectivity solutions like small cells and radio access base stations.

"This partnership brings immediate benefits to Kerlink customers by enhancing the adaptability of manufacturing lines and bringing extra flexibility in production sites locations", details Robert Clapham, Kerlink Chief Operations Officer. "This collaboration boosts the scalability of our current overall production capacity to support Kerlink customers roll-outs, and accelerate their time to market with live networks. Our products are widely recognized for their design, robustness, and reliability, and this cooperation will ensure local production to abide by the same standards of quality worldwide, while staying close to our customers to deliver active support."

"Flex has proven industry expertise and a diversified geographic footprint around the world purposefully designed to enable regional design, manufacturing and supply chain solutions, providing value to leading networks solution providers such as Kerlink," said Caroline Dowling, President Communications & Enterprise Compute Segment in Flex. "We look forward to providing our sketch to scale offering to further help Kerlink expand and compete globally."

At the same time, **Kerlink has been awarded the ISO 9001-2008 certificate by Lloyd's register Quality Assurance (LRQA) for its IoT network solutions overall design, development, and sales processes.**



"This company major achievement reflects our global and individual commitment to develop a customer-centric approach and constant innovation path, to offer our clients a unique service based on professionalism and efficiency, to ensure the company economic performance and sustainability, and to empower our employees as a lever for customer satisfaction with strong ethical and loyalty values", strengthens William Gouesbet, Kerlink CEO.

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## About Kerlink

Kerlink specialises in network solutions for the Internet of Things (IoT). Its mission is to provide its clients—telecom carriers, businesses and public authorities—with network solutions (equipment, software and services) dedicated to the Internet of Things.

Over the past three years, Kerlink has invested nearly €7 million in R&D. In 2015, this effort accounted for more than 30% of the company's revenues. Over the past 10 years, more than 50,000 Kerlink installations have already been rolled out for more than 120 clients including GrDF, Suez, Saur and Médiamétrie. In 2015, Kerlink generated revenues of €7.4 million. Since 2014, it has posted average annual growth of more than 40%. International revenues have more than tripled in two years and now stand at over 20% of the total business. Kerlink has been listed on Alternext Paris since May 2016.

For more information, visit [www.kerlink.fr](http://www.kerlink.fr) or follow us on Twitter @kerlink\_news

## About Flex

Flex Ltd. is the Sketch-to-Scale™ solutions provider that designs and builds intelligent products for a connected world. With approximately 200,000 professionals across 30 countries, Flex provides innovative design, engineering, manufacturing, real-time supply chain insight and logistics services to companies of all sizes in various industries and end-markets.

For more information, visit [flex.com](http://flex.com) or follow us on Twitter @Flexintl Flex – Live Smarter™