

Merocom Solutions with Technetix fiber optic cables for Avatel UNICO project



MEROCOM SOLUTIONS

Size: 13 employees

Industry: Telecommunications and renewables distributor offering logistics and management services

Location: Las Rozas, Madrid

Technetix is proud to be a trusted supplier to Merocom Solutions, a young company established in 2018 to provide the market with logistics and management services.

Since 2022, Technetix has supplied Merocom Solutions for several tailor-made HFC and FO (fiber optic) products, including a recent commitment to supply its FO cable for large projects in development between Merocom and telco operators.

Merocom's client, Avatel, was involved in deploying more than 13,000km of FO cable for rural areas and backhaul projects. To achieve this cost-effectively, the client was looking for a reliable manufacturer capable of delivering high-end hardware at a competitive price. Basing their confidence in Technetix on a track record of successful partnerships over the last two years, Merocom approached us directly to deliver a solution.

This direct approach was a strong gesture of Merocom's confidence in Technetix, given that the company were not short of more geographically convenient solution providers as bidding options.

Visit to India

In May 2023, Technetix hosted representatives from Merocom and Avatel in Hyderabad, India, where they visited Technetix' partner factory.

Over two days, Merocom and Avatel met with the factory's executive president, their international sales and marketing team, export manager, and quality department.

These individuals presided over demonstrations and several rounds of mechanical tests to showcase the quality of the technology.

The setup and qualification of the factory staff made a hugely positive impression on Merocom's team, with the excellent quality material and unparalleled service level a key driver in choosing Technetix as a supplier of the FO cables: an optimal outcome for

all stakeholders. Merocom were in need of a trustworthy partner to achieve their aim of finding a manufacturer to enable the development of their business.

The manufacturer were able to meet on brief, and Merocom's strong relationship with Technetix meant we were able to deliver an ideal solution for them.



[technetix.com](https://www.technetix.com)

To learn more about Technetix solutions featured in this case study, please contact:

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