



Press release

Kappa Data Group signs distribution contract with Blyott

De Pinte, November 2021

De Pinte, Belgium, 18/11/2021 - It is a busy autumn at Kappa Data. Shortly after signing the contract with Cato Networks, the company signed another distribution contract, this time with the **Belgian/Dutch start-up Blyott**.

Blyott has set itself the goal of becoming the new standard in **location-based tracking and monitoring**. The company developed its product on the basis of concrete questions from the healthcare sector. The result is a **plug and play solution**, which is also **affordable**, for monitoring typical **hospital equipment** such as respirators, defibrillators, hospital beds, etc. By being able to localise these devices, hospitals save a lot of money and time. The Blyott solution is now running in fifteen hospitals in Belgium and the Netherlands and can already be called a success. Blyott now wants to develop its product further and acquired additional resources through a capital injection this summer.

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Patrick Casteels, Managing Partner Kappa Data: 'Blyott is a nice add-on to our existing portfolio. Because this solution works perfectly with for example the Wi-Fi/BLE solutions of Juniper Networks, we as distributor can offer total solutions for customers who are looking for a location-based tracking solution and who may already have Juniper equipment running. Juniper has been very successful in the healthcare sector in recent years.

Gery Pollet, Founder and CEO of Blyott: 'With Kappa Data's capabilities as a VAD, we will be able to better expand and serve our partner work. Kappa Data is a reference in the Benelux distribution landscape and can certainly help us to market this solution outside the healthcare sector.

About Kappa Data – Value-Added Distributor of Network & Security Solutions

Kappa Data (www.kappadata.eu) is a Value-Added Distributor and offers a complete portfolio of IoT, networking and security solutions for Enterprise and SMB environments. Through its resellers, Kappa Data offers end customers solutions for connectivity, monitoring, IoT, management and data protection.

Joining forces with Kappa Data guarantees excellent customer support thorough technical knowledge and innovative, high-quality products. Kappa Data prioritises a long-term relationship with its customers and has won several awards for its approach.

Kappa Data bvba:

Headquarters - Belgium: Grote Steenweg 18, 9840 De Pinte, +32 9 243 42 10, sales@kappadata.be

The Netherlands: Laan van Zuid Hoorn 51, 2289 DC Rijswijk, +31 70 764 06 00, sales@kappadata.nl

Poland: Wczasowa 50A, PL 39-460 Nowa Dęba, +48 15 819 32 01, sales@kappadata.pl