



exertis | PRO AV

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Stampede, Exertis ProAV to Distribute Delair UX11 Drone in North America, Australia and New Zealand

AMHERST, NEW YORK, December 5, 2019 —[Stampede](#), the global leader in value added distribution, and Exertis ProAV, with distribution channels in Australia and New Zealand, today announced that they been appointed to serve as a distribution partners by Delair, a leading provider of end-to-end, visual intelligence solutions that enable enterprises to capture, manage and analyze their assets and turn the collected data into valuable business insights. The agreements strengthen Delair's presence in North America, Australia and New Zealand with the addition of proven sales partners in each market.

The agreement will enable Stampede and ExerisProAV to offer their customers the Delair UX11 drone, the most advanced long-range drone available for commercial surveying and mapping applications in industries such as utilities, agriculture, mining, transportation, construction, conservation and education. The fixed-wing drone is part of an innovative hardware-software platform that provides a simple, cloud connected and intelligent solution for gathering accurate aerial images for user-friendly map creation. With AI-ready, onboard processing capabilities and real-time, long-range control, anyone can create custom aerial maps. The platform's efficient operational

characteristics make it the most cost effective, easy to deploy solution for large area mapping.

According to Stampede President & CEO Kevin Kelly, “Delair is the globally recognized one-stop source for digital applications ranging from data collection to business intelligence and the addition of their product line to our portfolio of offerings is going to enable our resellers across the United States to provide their customers with integrated and easy-to-use workflow solutions to manage, analyze and share data.”

Delair’s offerings combine high performance UAV hardware with delair.ai, the industry’s most robust platform to power an entire visual intelligence workflow, from data management to advanced analytics. The combination provides Stampede’s resellers and their respective clients with an easy and efficient way to access aerial data for asset management, advanced measurements, and monitoring of KPIs to enable their digital transformation

In announcing the appointment of Stampede and Exertis ProAV to serve as its newest distribution partners, Matt Hayes, Delair Director of the Americas, noted, “These two firms have the sales, training and support infrastructure in place that will help us to achieve our near and long term sales and market development objectives across all of the industries that can benefit from our solutions. We are excited to join forces with these dynamic sales organization to expand our global footprint.”

Delair’s solutions are sold in over 70 countries in industries such as mining, construction, agriculture, oil and gas, utilities, transportation, education and conservation. Delair has strengthened its position as a global leader through strategic acquisitions (Gatewing, Airware/Redbird), and a strategic investment by Intel Corporation. Founded in 2011 by experts in the aerospace industry, the company employs 180 people and has offices in Toulouse, Paris, Los Angeles and Singapore.

About Stampede

Headquartered in Amherst, New York, Stampede (www.stampedeglobal.com) is the global ProAV brand of the DCC technology division and is the industry leading value-added distributor of integrated AV/IT technology solutions that help resellers meet the expanding technology needs of end-user customers in dozens of commercial vertical markets in Asia, Australia, Canada, Europe, India, Latin America, the Middle East, Scandinavia, South Africa, and the United States. Stampede provides a global network of nearly 20,000 resellers with the broadest range of traditional ProAV solutions from more than 150 manufacturing partners and leads the way in the creation of the new product categories and related training and support programs that are unleashing the

business opportunities of the future — Unmanned Aerial Vehicles, Drone Video Systems, Virtual Reality, IoT, Unified Communications, low-cost Video Conferencing. and the world's largest selection of replacement projector lamps. Stampede annually produces the "Big Book of AV," a 1,100+ page catalog and companion website (www.BigBookofAV.com) providing hundreds of sales, installation and spec tips for Stampede's dealers in addition to product details on more than 8,000 SKUs.

About Exertis

Exertis is the leading technology distributor of consumer, business and enterprise products from established and emerging technology brands in the UK, and a wholly owned subsidiary of parent company DCC PLC, a FTSE 100 company. After 37 years of profitability Exertis continues to outperform the market, achieving revenues of £3.08 billion in FY2018. Exertis (UK) Ltd represents over 470 manufacturers in the UK alone, spanning more than 22,000 products across mobile, computing and accessories, consumer electronics, entertainment, print, networking, servers and storage, unified communications, security and AV solutions. Exertis' market-leading approach, teamed with a state-of-the-art distribution centre, next day delivery and a host of managed services, including end- user fulfilment, assures the highest levels of customer service and satisfaction at all times. To learn more visit www.exertis.com

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