

Xena names RDT "Partner of the Year" for 2017

Xena rewards top EMEA partner with prestigious award for top sales performance and conscientious professionalism at Tel Aviv seminar.

Tel Aviv, February 23, 2018: Xena Networks, the global leader in Gigabit Ethernet Test Equipment Price Performance, has named Israel's RDT Equipment & Systems (part of RDT Group) as its "Partner of the Year" for 2017 for their outstanding sales success, technical expertise and professional approach to business.



"RDT Equipment & Systems delivered great results during 2017, especially promoting our unique five-speed 100G test modules," says Jacob Nielsen, CEO at Xena Networks. "This ended in major orders for terabit installations with customers that has previously been using competitor's products."

Greg Zhivotovsky, Division Manager at RDT Equipment & Systems said, "We enjoy a close working relationship with our colleagues at Xena Networks and are delighted to receive the Partner of the Year award. It is gratifying to receive this type of recognition of our sales results from one of our key partners."

Based in Tel Aviv, RDT Equipment & Systems has a successful track record of delivering technically competent IT solutions and services to Network Equipment Manufacturers (NEMs). This is backed up by a highly professional approach to business which means always following up and attending to the details whilst never losing sight of the big picture.

"Up until now, the Gigabit Ethernet test and measurement industry has been dominated by a couple of major players. To change that we needed more than just a great product - we needed top-level partners," explains Jacob Nielsen. "RDT Equipment & Systems has been a huge asset for us in the EMEA market. They have an excellent reputation and an impressive customer base which has responded positively to Xena's products."

RDT Equipment & Systems joined Xena as a partner in 2011 and has been Xena's exclusive partner in Israel since 2013. Since then they evolved into a highly competent and consistent partner. Their expertise has also benefited Xena's other partners by sharing business intelligence and technical tips that have frequently opened the right door or closed the sale.

"When we're developing or testing new features, we've learnt that RDT Equipment & Systems are partners we can rely on to find customers eager to experiment with exciting new technologies. Often, they have suggestions and feedback which make all the difference by helping us get it right the first time," states Jacob Nielsen.

Zhivotovsky went on to say, "In the region we cover, there is a real demand for innovative test solutions that are easy to use. We are fortunate to have such a forward thinking and agile partner in Xena Networks – a partner that is easy to do business with, and very responsive to the needs of the market."

"Xena looks forward to continuing its relationship with RDT Equipment & Systems in 2018. This will be a landmark year for us as we launch solutions for testing 200/ 400GE," concludes Jacob Nielsen. "With partners like RDT Equipment & Systems to help us, we are confident it will be a huge success."



Figure : RDT hosted an annual seminar for technical experts showcasing Xena's latest traffic generation and analysis solutions

About RDT Equipment & Systems (part of RDT Group)

RDT Equipment & Systems is member of RDT Group and recognized is as leading supplier of solutions and services for a wide range of professional industries.

Founded in 1963, the company has been at the forefront of the electronics & Hi-Tech industries for over 50 years, representing international leading manufacturers of test products and solutions and providing customers with surrounded value-added professional services.



About Xena Networks

Xena develops low-cost, easy-to-use, and flexible gigabit Ethernet test solutions. Their core business is Layer 2- 3 traffic generation and analysis - from 1G right through to 400G, in a variety of form factors – plus advanced solutions for testing stateful Layer 4-7 TCP traffic. Xena has won Frost & Sullivan's "Global Gigabit Ethernet Test Equipment Price Performance Value Leadership Award" on multiple occasions, as well as a series of Lightwave Innovation awards. The company was founded in 2007 in Denmark and markets its products through a global network of partners.