

## Tilgin expands – opens a new sales office in Poland

**Stockholm, May 26, 2016: Tilgin, a leading provider of Home Gateway solutions for multiplay, broadband access and smart home, continues the build-up of a strategic global presence by opening a sales office in Warsaw and announced the appointment of Andrzej Mazur as Regional Sales Director for East-Central Europe.**



The new office, strategically located in Warsaw, will be headed by Mr. Andrzej Mazur who has more than 15 years of experience in sales and telecommunications.

“I am glad to be given the opportunity to represent Tilgin” says Mr. Andrzej Mazur, who will head Tilgin’s new sales office. He continues “The new office will initially concentrate on serving customers from three markets: Poland, Czech Republic and Slovakia. Our long term ambition however is to focus on all countries within Central Europe. I am confident that Tilgin’s portfolio, combined with a deep expertise in professional services is an interesting proposition to operators and service providers in the region”

Lars Norman, VP Sales & Marketing at Tilgin says “Mr. Mazur will be in charge of implementing and managing the sales activities, identifying new market opportunities and defining actions required to bring a new dynamic to our business and generate new growth in Central Europe.”

“Thanks to Mr. Mazur, Tilgin now has a foothold on the Central European market. This is part of our development plan in Europe and is in line with our strategy of continued expansion.”

Tilgin portfolio includes Fiber Termination, xDSL and Ethernet Gateways, appliances, Gateway Software-HGA and Management Software-tGem.

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### About Tilgin

Tilgin’s high-performance, software-controlled home gateways and remote management solutions turn online homes into a profitable business for operators and a personalized experience of quality and simplicity for their customers. Our telecom-grade solutions allow for managed services – for triple play and beyond – to be introduced instantly and individually. With easy integration in operational and business support systems, they substantially reduce operators’ cost while creating loyal and satisfied customers and a strong brand. Tilgin systems and solutions are used by more than 100 operators in more than 30 countries giving Tilgin a strong client base with a broad international reach. Tilgin was founded in 1997. Tilgin is headquartered in Kista, Sweden, and has a network of international sales partners. For more information, please visit: [www.tilgin.com](http://www.tilgin.com)