

Vision Doubles Techconnect Sales

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Accessories manufacturer Vision reports that in Q3 this year sales of their Techconnect connectivity package more than doubled.

Vision's Techconnect is a modular faceplate system which allows AV engineers to configure a faceplate onsite quickly. The Techconnect cables plug in to the back of the modules, reducing installation time and eliminating the need to solder onsite.

Stuart Lockhart, General Manager of Vision, says "We've got fifty-one distributors all over the world now so a lot of our growth is in those new regions, but we've also seen surprising growth in the UK."

Asked what has contributed to the growth Lockhart claims it is a combination of resellers being let down by other solutions, and smart customers recognizing the modular format has a lower total cost of installation."

Vision products are distributed by Maverick in UK, Netherlands, Belgium, France, and Germany.

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