

# D-Link Shows Strength in Victoria

- *Appointment of Mr. Tamir Aloni to the growing southern region team*
- *New LARGER southern region office based in St Kilda, Victoria*

**Sydney, 17th February 2003** - D-Link, today announced the appointment of Mr Tamir Aloni to the position of Business Development Manager, Education, SI and Telco. Tamir joins our existing and highly successful southern region team based in Victoria.

In addition, D-Link who has had a strong presence in Victoria since 1999 has further expanded its reach in the southern region area with the announcement of its new larger office which is located in St Kilda.

Growth in the southern region comprising of Victoria, South Australia, Tasmania and Western Australia, as been steadily growing over the last 12 months. The need to cater and provide services in this region is of great importance to D-Link Australia.

Tamir has over 11 years experience in the Australian IT market having worked in the past for companies such as Tech Pacific and the like.

"His experience in working with System Integrators across various vertical and channel markets made Tamir the right choice to join us in Victoria", said Domenic Torre, National Sales Director, D-Link Australia and New Zealand. "Tamir also has a strong level of experience in the education space, having worked for a leading integrator specialising in that market", continued Torre.

When asked what Tamir will focus on, his response was simple and to the point, "Ensure that the D-Link brand increases market share in the southern region and also to ensure that we provide the very best level of service to our channel".

"Being a worldwide leader in design, development, and manufacturing of networking, broadband, wireless, and communications technologies, also requires a dedicated commitment to the local market", said Kevin Wen, Managing Director, D-Link Australia and New Zealand. "To be successful we as a company must demonstrate to our market that we are focused and flexible providing the very best of everything. This is what makes us successful", concluded Wen.

## About D-Link

### **True Networking Pioneer and Hardware Manufacturer Since 1986.**

D-Link is a worldwide leader and award-winning designer, developer, and true manufacturer of networking, broadband, digital electronics, and voice and data communications solutions for the digital home, Small Office/Home Office (SOHO), Small to Medium Business (SMB), and Workgroup to Enterprise environments. With global manufacturing International Standards Organization ISO 9001, 9002, ISO 14001 Certifications and numerous National Technical Excellence awards earned for R&D and manufacturing, D-Link delivers product excellence, quality, reliability, compatibility, high-performance within standards, and easy installation software, educational materials, and manuals.

The company has increased its world-class production capacity to more than a million square feet of manufacturing facilities in six state-of-the-art factories in four countries -- Taiwan, China, India, and the United States. With millions of Ethernet adapters and millions of hub and switch ports manufactured and shipped, D-Link is a dominant market participant and price/performance leader in the network and communications market. D-Link has been profitable every year since its inception in 1986, and continues to grow at a rate that will allow the Company to experience continued prosperity, D-Link sets the standards for market affordability, while focusing on "Building Networks for People."

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