March 26, 2014

Westell Signs Sales Outsource Solutions as Canadian Manufacturer's Representative

AURORA, Ill.--(BUSINESS WIRE)-- Westell Technologies, Inc. (NASDAQ: WSTL), a global leader of intelligent site, in-building wireless, and outside plant solutions, has signed Sales Outsource Solutions (SOS) as a manufacturer's representative. SOS will be part of the extended Westell sales team and responsible for managing and supporting the Westell Independent Reseller Network (WIN) partners throughout Canada.

Sales Outsource Solutions, headquartered in Mississauga, Ontario, Canada with five offices throughout the country, is a customer advocate to the distributors and resellers they represent. SOS will be representing all of Westell's products including tower mounted amplifiers, DAS interface, fuse, and breaker panels, Ethernet switches, enclosures, remote site management products, and more throughout the region.

"Partnering with Westell to add their comprehensive range of products to our portfolio is a great fit for us," said Greg Porter, President at Sales Outsource Solutions. "This will allow us greater penetration into multiple markets with quality intelligent site management and outside plant solutions that help our distributors and resellers solve their customers' problems."

"Adding Sales Outsource Solutions as a manufacturer's representative provides us with greater potential to expose Westell products and solutions to more customers throughout the region," said Rich Cremona, Chief Operating Officer of Westell Technologies. "With their background in the telecommunications, energy, and transportation markets, this partnership is a good opportunity to expand further into the Canadian market and gain more awareness with the important distributor and reseller audiences."

About Westell

Westell Technologies, headquartered in Aurora, Illinois, is a global leader of intelligent site, in-building wireless, and outside plant solutions focused on the critical edge and access networks. The comprehensive solutions Westell provides enable service providers, tower operators, industrial customers, building owners and operators, and other network operators to reduce operating costs while improving network performance and availability. With millions of products successfully deployed worldwide, Westell is a trusted partner for transforming networks into high quality, reliable systems. For more information, please visit www.westell.com.

About Sales Outsource Solutions

Sales Outsource Solutions was founded through the merger of True North Technology, Innotech Cabling Solutions, and LeibnerCo. With combined experience in excess of 40 years of selling and marketing complementary and non-competing products for Canadian, U.S., and offshore manufacturers, Sales Outsource Solutions are specialists in industrial, harsh environmental, transit, communication networks, security, and audio visual products. With Canadian sales offices and representatives in Halifax, Montreal, Mississauga (head office), and Calgary, Sales Outsource Solutions have nine sales representatives. For more information, please visit www.salesoutsourcesolutions.com.

Westell Technologies
Cathy McFadden, +1 (971) 226-8487
Director of Public Relations
cmcfadden@westell.com

Source: Westell Technologies, Inc.