# **Press Release**

**Mayflex Opens New London Office and M-Tech Demonstration Room**

October 2024, [Mayflex](https://mayflex.com/), the distributor of Converged IP Solutions, has opened a new London office and demonstration room based at Portsoken House, 155 – 157 Minories, London, EC3N 1LJ.

Located in the heart of the City of London this prestigious office and demonstration area provides the perfect location to host meetings and showcase an extensive range of products including [Excel](https://mayflex.com/brands/excel), [Nubis](https://mayflex.com/brands/nubis-solutions), [Axis](https://mayflex.com/brand/axis), [Avigilon Alta](https://mayflex.com/node/17838) and [Unity](https://mayflex.com/brands/avigilon-unity), [Hikvision](https://mayflex.com/brands/hikvision), [Milestone](https://mayflex.com/brands/milestone), [Paxton](https://mayflex.com/brands/paxton), [Pelco](https://mayflex.com/brands/pelco), [Ruijie and Reyee](https://mayflex.com/brands/ruijie-reyee), STP and [Suprema](https://mayflex.com/brands/suprema).

Ross McLetchie, Sales Director commented “We’ve had an office and presence in London for many years, however we have now moved to a new state-of-the-art-office, to show case our latest products, particularly around our data centre and security solutions, where we have made a significant investment and progress.”

Ross continued “The office totals around 300 sq metres of space and provides hot desks and meeting room facilities for our London based associates.  The M-Tech is a 67 sq metre space and is a fully working demonstration suite which includes the latest Environ DCR racks along with all other Environ racks, so customers can view the full features and benefits of each rack including all our latest Excel copper and fibre products.  The racks are displayed within a CRC pod to show the cold aisle containment system and includes the Enbeam fibre race way trunking.  There is also an area that displays a selection of leading security and networking vendor solutions where customers can compare and evaluate their products and offerings.”

Ross concluded “The office location is perfect and not only allows us to meet with our customers and demonstrate our product offerings, with so many bars and restaurants in the area it provides us with the chance to network further with our customers once the business has been done.”

If you would like to arrange a visit to the new London office and M-Tech then please contact your Mayflex account manager or speak to the sales team on 0800 75 75 65 or email [sales@mayflex.com](mailto:sales@mayflex.com)

**Ends -**

Notes to editors

**About Mayflex**

**All together. Products, Partners, People, Service – Mayflex brings it all together.**

Mayflex lead the way in the distribution of Converged IP Solutions. We use our specialist knowledge and experience to bring together best in class infrastructure, networking and IP security solutions to create a compatible, feature rich, value for money offering to meet the demanding needs of business types and sizes across all sectors.

Working together with VARs, Installers, integrators, and specifiers we provide support through pre-sales, product selection, commercial flexibility and technical know-how to enable the delivery of truly converged solutions which provide businesses with advanced, scalable, cost effective and reliable IP based communications networks and building management systems.

Our supply partners are made up of some of the ‘best in class’ manufacturers in the market today. We are a leading distributor for brands such as: AEM, Excel, Hikvision, Axis, Aura, Avigilon, Ruijie and Reyee, Paxton, Pelco, Milestone, MOBOTIX, Fluke, Veracity, Secure Logiq, Suprema and Tripp Lite by Eaton.

Mayflex is part of the Sonepar Group. Sonepar is an independent family-owned company with global market leadership in B-to-B distribution of electrical products, solutions and related services. Through a dense network of 100 brands spanning 40 countries, the Group has an ambitious transformation agenda to become the first global B-to-B electrical distributor to provide a fully digitalized and synchronized omnichannel experience to all customers. Drawing on the skill and passion of its 45,000 associates, Sonepar had sales of €33.3 billion in 2023. Sonepar makes its customers’ lives easier, over the counter, visiting customers, by phone or online, – however we’re needed. www.sonepar.com

**Mayflex’s Directors:**

Andrew Percival, Managing Director

Israr Ghulam, Finance Director

Ross McLetchie, Sales Director

Jason Rudge, Commercial Procurement Director

Sam Baldwin, Operations and Services Director

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