



Cambium Networks

CAMBIUM NETWORKS STRENGTHENS HOSPITALITY WIRELESS CONNECTIVITY SOLUTIONS TEAM

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Cambium Networks continues expansion of Wi-Fi solutions with Jean-François Fontaine-Boullé as Director of Hospitality Sales-EMEA

Cambium Networks' new Director of Hospitality Sales for EMEA Jean-François Fontaine-Boullé

ROLLING MEADOWS, IL – September 10, 2018 —[Cambium Networks](#) has appointed Jean-François Fontaine-Boullé as its new Director of Hospitality Sales – EMEA (Europe, Middle East and Africa).

Cambium Networks and its world-wide network of partners provide the [hospitality market](#) with [wireless point-to-point backhaul](#), [point-to-multipoint ePMP™ and PMP 450 distribution](#) and [cnPilot™](#) Wi-Fi access solutions – all managed by the [cnMaestro™ cloud-based controller](#) and management platform. Fontaine-Boullé will define and execute Cambium Networks' strategy for expanding its activities in the hospitality market across all of EMEA. In this role, he will engage with small, medium and large hotel chains; and work closely with distributors, value added resellers, system integrators, and managed service providers (MSP) to extend Cambium Networks' hospitality solution suite of products.

In the hospitality market hotel chains, campsites, and cruise ships, among others, need to provide fast, reliable and user-friendly Wi-Fi to guests across their entire complexes, including outdoor areas. Hospitality partners benefit from full control, integrated scanning and troubleshooting tools from Cambium Networks' cloud-based cnMaestro end-to-end management platform. This platform enables seamless centralized management of Cambium products, including enterprise cnPilot indoor and outdoor access points used in the hospitality market. With “zero touch” provisioning and remote management, cnMaestro makes it easy for [managed service providers](#) to meet the high expectation of hospitality network operators.

“Cambium Networks has a strong reputation for providing affordable, high-quality end-to-end connectivity solutions, and I am delighted to be joining the team to showcase its portfolio's suitability for the hospitality market,” said Fontaine-Boullé. “Today's travellers expect to be connected wherever they are in the world, and meeting this demand is critical to a hotel's success – no matter how far-flung the location. Whether a unique boutique hideaway, a metropolitan business hotel, a rural retreat or an island escape, Cambium Networks' products can provide a solution.”

Fontaine-Boullé has joined Cambium Networks from global technology company Exceptional Innovation, where he was responsible for frame agreements in EMEA and the management of relationships with major hotel chains worldwide, focusing on bespoke solution delivery, global project management; and networking at local, regional and international levels.

“Jean-François – JF, as he is known and likes to be called – is the perfect fit to address this exciting role and opportunity for Cambium Networks,” said Martin de la Serna, Cambium Networks VP of Sales, EMEA. “He has a really strong background in hospitality, coupled with marketing, commerce and communication skills.”

For more information about Cambium Networks' hospitality offerings and the Hospitality Partner Program, visit: <https://www.cambiumnetworks.com/industries/hospitality-wi-fi-solutions/>.

About Cambium Networks

Cambium Networks is a leading global provider of wireless connectivity solutions that strengthen connections between people, places and things. Specializing in providing an end-to-end wireless fabric of reliable, scalable, secure, cloud-managed platforms that perform under demanding conditions, Cambium Networks empowers service providers and enterprise, industrial and government network operators to build intelligent edge connectivity. Cambium Networks' commitment to continuous innovation in wireless access is demonstrated in the millions of radios deployed in thousands of networks that benefit communities around the world. Team members also contribute to social responsibility activities to serve the communities in which they live. Headquartered outside Chicago and with R&D centers in the U.S., U.K. and India, Cambium Networks sells through a range of trusted global distributors. www.cambiumnetworks.com.