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German Optonaval Newest Addition to Obsidian™ Sales Network

Starting with the Eurosatory expo in Paris in July this year, German company Optonaval GmbH, from Hamburg, Germany, has acted as official representative for Telva's Obsidian IR light. This announcement of commercial co-operation has Telva and Optonaval, who have already collaborated for many years in defence-related projects, further develop their mutual engagement and shared ambition to deliver first-class equipment and systems to the defence sector.

In August 2023, Telva launched Obsidian™, an infrared illuminator with limited and controlled range for covert operations. Since then, and supported by successful customer-lead field trials and rigorous hands-on demonstrations, Telva has continuously been expanding its sales network in Europe to cover key countries and regions. As a natural continuation of engaging key markets, Optonaval GmbH of Hamburg, Germany, is now taking on the responsibility of sales representative for Obsidian in Germany.

Mr Tapani Hollmén, Telva MD, comments the emerging partnership: *"We know Optonaval from years of shared projects, so we know they have what it takes to enter the defence market with a highly specialised product like Obsidian. In addition, their accentuated quest to develop and introduce lighting solutions for both land-based applications and marine environments is a perfect fit for Obsidian. Optonaval has a well-established role in the German defence sector, being a go-to centre of excellence for all things lighting."*

Optonaval MD, Mr Christopher Schäding, sees a lot of opportunity in the emerging partnership: *"Telva is a subject-matter expert in many defence-related areas, and their new product, the Obsidian IR light, perfectly suits*



Optonaval and Telva have entered into a partnership to promote Telva's Obsidian limited range IR lighting products in Germany. Click on the logo for Optonaval website link.

their profile. For us, representing Obsidian in Germany is a welcome addition to our already extensive expertise in lighting, which spans from Helicopter Visual Landing Aid Systems (HVLAS) and navigation lights to individualised engineering solutions. Our existing contacts and ones we easily can generate will offer a firm basis to start building the footprint of Obsidian in Germany's defence scene."

Telva's Obsidian is a limited range IR illuminator, which functions like other IR lights in the immediate vicinity of the device, but its light is undetectable from a distance. This means it can be used for operating a vehicle or establishing a base, but it cannot be seen from hostile observers beyond a certain distance.

For more information, please contact:

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Telva is a Finnish industry and security sector powerhouse with decades-long experience from importing and distributing top brand products, representing the largest principals in niche industries and defence fields, integrating and delivering complex project assemblies and collaborations, as well as manufacturing its own products, especially lighting equipment.

Telva focuses on comprehensive and reliable solutions, offers competitive services of high quality and manages the entire lifecycle of a product, if necessary.

A fourth-generation family-owned company, Telva is an acknowledged innovator in developing safe, cost-efficient and sustainable solutions for challenging needs.

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