



HOME

> [Home page](#)

> [News](#)

> [Events](#)

News

August 2016

InterCard announces new Italian distributor Glocal Value s.r.l.

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August 29, 2016 Villingen-Schwenningen, Germany - InterCard GmbH Kartensysteme announces its partnership with Glocal Value s.r.l., an RFID systems distributor and solutions developer for secure printing applications.

InterCard leads the market in central Europe in providing software and hardware to higher education and government sectors. From parking systems and building access control to document control and meal programs all aspects of campus life can be monitored and controlled using InterCard systems. For the corporate office and government centres the group provides more emphasis on the use of smart cards to monitor and control security, access and attendance of employees as well as highly advanced document tracking programs.

In the Spring of 2016 InterCard added IP based terminals for copy/print management and an IP based value loader for the public access and education sectors with a remit to expand sales outside the central European region. These hardware products interact with the world's leading print and copy management and control systems to provide a vendor neutral user interface for students, public information users, professional and corporate offices.

The partnership

"Adding Glocal Value as a distributor significantly broadens our appeal in the Italian market," stated Tony Brock, Sales Manager. "Glocal Value has decades of combined experience and expertise in supporting and helping clients understand the technical requirements and solutions needed to provide working and reliable IT infrastructure. We are proud to work and partner with them for Italian distribution and support."

Savio Avilia and Lorenzo Gozzi, Glocal Value founders, explained "We are proud and delighted to have the partnership with InterCard because it allows us to have a complete portfolio with its copy/print products, available to our resellers to create value for them and for the end customers. Thus we can complete our offer in printing solutions market, as we are distributor for third parties such as PaperCut, PrintFleet, ScanShare and for our proprietary products such as MobiPrint (printing from mobile)".

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About Glocal Value

Glocal Value is an independent company, nationally recognized for its expertise in analysis, supply, integration and post-sales support for print management solutions. It is a competency centre for manufacturers, channel operators and end customers, which allows it to bring the best solutions, and to optimize their processes.

Additional information about Glocal Value can be found at:

> www.glocalvalue.it

January 2016

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