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## Telva Celebrates First Ever Obsidian Partner Meeting

*With a consistent increase in interest, field tests and commercial activity surrounding the Obsidian Limited Range IR Light, Telva is relying more and more on its growing network of professional sales partners in Europe. For this reason, Telva arranged the first Obsidian Partner Meeting in January of this year. The meeting was held in conjunction with the biggest defence and security exhibition ever in Finland, SecD-Day 2025 in Helsinki. The show, where Telva sported a prominent exposure, attracted familiar and many more new acquaintances to learn more about Telva and the Obsidian IR light.*

Since the launch of Obsidian, the only limited range IR light, in August 2023, Telva has enjoyed an unprecedented surge and continued growth of concrete interest and genuine amazement over the capabilities of this very special illuminator. The SOF community, which quickly embraced the unique features presented by Obsidian, has been proactive in getting to know Telva and Obsidian better. This has meant meetings, negotiations and field tests, locally. To cope with the growing need for local presence, Telva has started building a network of professionals in defence-related equipment and sales. At present, Telva's Obsidian sales network consists of four companies: **Forcepol** (Poland), **Optonaal** (Germany), **Vonk** (Benelux) and **Våpensmia** (Norway).

Commenting on the Obsidian Partner Meeting held in Helsinki in January is Telva's Director for Business Development, Joe Pimenoff: "A physical meeting is by far the best way to get a message communicated clearly and consistently to a group. It also offers a great opportunity to get to know people better. As you might imagine, there is quite a lot going

on around Obsidian, and thus we wanted to give our partners a comprehensive and educating experience, where their input is as valuable as ours. We have started on a long journey together and we want to keep a close connection and open dialogue with all our sales partners. We are not only building a network, we are building a family."



*Participants of the 2025 Obsidian Partner Meeting held at Telva headquarters in Helsinki Finland.*

### For more information:

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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 large principals in niche industries and defence fields, integrating and delivering complex project assemblies as well as manufacturing its own products, especially covert lighting equipment.*

*Telva focuses on 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 customer needs. Telva's quality management system is both ISO 9001 and AQAP 2110 certified.*

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