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POC Denmark Signs as Obsidian™ Representative for Telva

In conjunction with DALO Industry Days 2025, Scandinavia's largest defence industry exhibition, Telva announced that the Danish company Point of Contact Denmark ApS (POC Denmark) has signed as the latest addition to Telva's network of representatives for the Obsidian™ IR light. The expansion of Obsidian's footprint in Europe, especially in the Nordic region, offers Telva and POC Denmark a well-timed and efficient means to further increase awareness for Obsidian's unique night-time capabilities and reach the broad range of clientele it is intended for.

As of August 2025, POC Denmark is sole representative for the Obsidian IR light in Denmark. This welcome occasion comes at a pivotal moment in Danish and Nordic defence initiatives. In the words of POC Denmark Partner Per Junker Thiesgaard: "Denmark, like many other European countries, is increasing and accelerating its defence development efforts. For example, the Danish military is actively advancing its night-time capabilities, focusing especially on enhancing situational awareness and operational effectiveness in low-light conditions. We see Obsidian, a truly unique product in the field of IR illumination, as a perfect fit for many night-vision applications. We are looking forward to working with Telva's Obsidian team and gaining substantial traction for it in the Nordics."

Mr Tapani Hollmén, Telva Managing Director, speaks about the established partnership: "Denmark, being an important Nordic ally and potential customer for us, is worthy of a professional Obsidian partner with vast experience and background in defence and defence industry. We know POC Denmark can offer us professional services in local situa-

tional awareness, an extensive network in the different military branches and a business acumen that helps us find opportunities. We sincerely hope to create commercial cases that benefit both sides of the negotiating table."



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

About POC Denmark

POC Denmark is a newly-established company that serves:

- **Danish Defence** for strengthening Denmark's security and a closer co-operation with our allies.
- **International Defence Industry** seeking an efficient entrance point to Denmark.
- **Danish Defence Industry** seeking international contacts – particularly across the Nordic region.

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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