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Herman and NETGEAR Announce Distribution Partnership Providing easier access to AV Integrators

MIAMI, FL., June 6, 2019 – Herman (www.HermanProAV.com) a leading provider of professional AV products, procurement services, and labor resources to systems integrators in the commercial AV industry, has entered into a strategic distribution partnership with NETGEAR (www.netgear.com) to distribute the company's entire line of products with a strategic emphasis on its Pro AV M4300 switches, which are designed to streamline video deployment through the use of Ethernet.

“We are very excited to partner with NETGEAR,” said Jeffrey Wolf, Co-CEO at Herman. “NETGEAR has a long history of leadership in the networking space and we are happy to be able to distribute their products to a new audience of AV installers and integrators that will be able to benefit from recent developments around video over Ethernet deployment. The AV industry is clearly moving to the network, and this is a strategic addition to better serve the needs of our customers”.

To take unnecessary complexity out of AV-over-IP deployments, NETGEAR created M4300 switches that are preconfigured for easy, true AV and multicast Zero Touch network configuration. IGMP Snooping, IGMP Fast Leave and IGMP Querier are already enabled for the default VLAN 1 that devices will automatically use – no need to log onto the switch.

“We are thrilled to be able to partner with Herman,” said Jason Turk, Director of Channel Sales Americas. “They are a leader in the commercial AV industry providing an unmatched offering of products and services while delivering differentiating value and benefit to their customers. They are the ideal partner for NETGEAR to further support our AV Strategic initiatives.”

“As a founding member of the SDVoE Alliance NETGEAR believes we are entering a new era where professional audio/video solutions can be more rapidly deployed, dynamic and cost effective when implementing over a standard IP Ethernet infrastructure,” said Richard Jonker, vice president of product line management for the SMB Product Group at NETGEAR. “We expect that a whole new world of capabilities will be achieved with the distribution of our Pro AV switches to more installers and integrators across the country.”

The NETGEAR M4300-96X switches are now available through Herman Pro AV, which will be hosting along with NETGEAR a Pro AV open house in July bringing Northern California Integrators together for educational and informative sessions. The addition of NETGEAR switches to Herman distribution helps to bring the total SDVoE solution together for Pro AV integrators. In support of this new category of product offerings, Herman will provide a series of trainings on SDVoE to inform integrators of the many benefits and what to expect from this new market opportunity from time savings on installs, troubleshooting, and new price points.

About Herman

Herman Pro AV is a leading provider of professional AV products, procurement services, and labor resources to systems integrators in the commercial AV industry. Celebrating 55 years in business, Herman empowers Pro AV integrators to achieve more by relying on Herman for trained, experienced technical personnel, complete project coordination, and one-stop purchasing from over 60 leading manufacturers. Integrator partners leverage Herman's deep industry experience and expertise to improve operational efficiencies and achieve time and cost savings related to the procurement and management of project materials and labor resources. To learn more, visit us at HermanProAV.com.

About NETGEAR, Inc.

NETGEAR (NASDAQ: NTGR) is a global networking company that delivers innovative products to consumers, businesses and service providers. The Company's products are built on a variety of proven technologies such as wireless (WiFi and LTE), Ethernet and powerline, with a focus on reliability and ease-of-use. The product line consists of wired and wireless devices that enable networking, broadband access and network connectivity. These products are available in multiple configurations to address the needs of the end-users in each geographic region in which the Company's products are sold. NETGEAR products are sold in approximately 23,000 retail locations around the globe, and through approximately 22,000 value-added resellers, as well as multiple major cable, mobile and wireline service providers around the world. The company's headquarters are in San Jose, Calif., with additional offices in approximately 25 countries. More information is available from the NETGEAR investor page or by calling (408) 907-8000.

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