

MAK Technologies Joins Varjo's Global Reseller Network to Offer Newest High-Fidelity VR/XR Headset Solution to North American Customers

Cambridge, MA and Helsinki, Finland, 21 October, 2020 - MAK Technologies (MAK), a company of ST Engineering North America, today announced that it is now a reseller for Varjo, the leader in industrial-grade virtual reality/extended reality (VR/XR) headsets. This collaboration will see Varjo head-mounted displays (HMDs) offered as an extension of MAK's suite of products to its North American customers seeking the highest-fidelity training and simulation solutions.

MAK's expanded portfolio will include both Varjo human-eye resolution headsets, VR-2 and VR-2 Pro, and the photorealistic mixed-reality device, XR-1 Developer Edition, which can be integrated seamlessly with the MAK ONE suite of products. Combined, these will enable simulation system developers to build, experience, and train in true-to-life, immersive simulation environments across air, land, sea, and space.

"Varjo offers the most advanced, immersive and realistic yet affordable HMD technology in the market," said Dan Brockway, MAK's Vice President of Marketing and Information Systems. "We are excited for our customers to experience the enhanced power and visual fidelity when Varjo's headsets are used with our MAK ONE suite of products. MAK's open architecture makes it easy for our customers to integrate best-of-breed technologies like Varjo HMDs, to achieve their simulation goals."

"We are excited to take our partnership to the next level and welcome MAK Technologies to our global reseller network," said John Burwell, Global Head of Simulation and Training at Varjo. "Now more than ever, simulation and training customers need solutions that don't sacrifice visual accuracy and quality for price. Together, MAK and Varjo give simulation system developers the tools they need to build an affordable, high-fidelity, and visually stunning simulation system or training environment."

Varjo's Global Reseller Network

Varjo launched its global reseller network a year ago to provide enterprise customers with more access to its VR/XR industrial headsets. Since then, the program has grown to include over 30 authorized reseller partners across over 40 countries in North America, Europe, Asia-Pacific and Middle East. Resellers are handpicked and certified with the goal of providing companies with the best possible local assistance in acquiring, setting up and implementing Varjo's portfolio of VR/XR headsets including the XR-1 Developer Edition, VR-2 and VR-2 Pro.

Through its global reseller network, Varjo's technology is now more accessible for in-person demos, training, testing and project reviews. MAK will offer customers an opportunity to experience Varjo HMDs in person at its headquarters in Cambridge, MA.

ST Engineering, the parent company of MAK, is also a member of Varjo's global reseller network, supporting customers in the Asia-Pacific region across the aerospace, electronics, land systems, and marine sectors.

MAK Technologies develops software for live, virtual, and constructive simulation. Built upon a strong foundation of COTS products, MAK delivers simulation, gaming, and networking technology in a flexible platform to meet the requirements of training system integrators, experimentation labs, and end users. Our primary users are in the aerospace and defense industries, yet our products and services can help customers anywhere modeling and simulation is needed to train, plan, analyze, experiment, prototype, and demonstrate. MAK is dedicated to serving our customers by building capable products, offering superior technical support, and innovating new ways to build, populate and view interoperable 3D simulated worlds. MAK continues to take advantage of new technologies that further the state of simulation. Our products help users link, simulate and visualize their world. MAK Technologies is a company of ST Engineering North America. Please visit <http://www.mak.com> for more information.

Varjo is based in Helsinki and is creating the world's best hardware and software for groundbreaking VR/AR/XR computing devices, merging the real and digital worlds seamlessly together in human-eye resolution.

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