



Deliver Reliable Wi-Fi and Broadband Solutions with Cambium Networks

Customized Enablement and Support for Cambium Networks

Jenne is committed to helping resellers achieve maximum potential as a Cambium Networks partner.

Whether you are a traditional VAR or a specialized MSP, the Jenne Cambium Networks team will help maximize your growth through a tailored enablement track.



About Cambium Networks

Cambium Networks empowers millions of people globally with wireless connectivity. Its products are used by commercial and government network operators as well as broadband service providers to connect people, places and things. With a single network architecture spanning fixed wireless and Wi-Fi, centrally managed via the cloud, Cambium enables operators to achieve maximum performance with minimal spectrum and low overhead. Cambium empowers a growing ecosystem of partners who design and deliver multi-gigabit wireless solutions that just work.

Featured Cambium Networks Products and Solutions

- Wi-Fi 6
- cnPilot™ Wi-Fi
- cnMaestro Software Platform
- cnMatrix™ Switches
- cnVision™ Backhaul Solutions for Video Surveillance
- ePMP™ and PMP Distribution Networks
- PTP Backhaul and Licensed Microwave
- cnWave 60GHz Solutions



Jenne's Wireless Network Design Team:

Our trained and certified wireless network design team provides partners with:

- Design and configuration support for Cambium Networks products
- Assistance with comparable Cambium Networks solutions for RFPs
- Wireless predictive site surveys and wireless proposal reports
- Guidance and training on Cambium Networks tools
- Knowledge transfer on updates from Cambium Networks
- Development and sharing of technical sales guides
- Assistance with pre-sales technical questions

Dedicated Resources

Each partner is assigned their very own Jenne team:

- **Business Development** – keeps partners up to date with the latest/greatest product releases and promotions from Cambium Networks and Jenne. Will handle any partner program questions including deal registration, training, help with the partner portal and other resources.
- **Wireless Network Design** – provides wireless predictive site surveys, configurations for Bill of Materials, and pre-sales technical assistance and recommendations.
- **Account Management** – provides hardware and renewal quotes, along with processing and tracking of orders.
- **Product Management** – helps partners stay up to date on product availability and inventory.



For questions or more information, contact Ashley Katanik at 440.471.3429 or email akatanik@jenne.com.

For pre-sales design support, please email cambiumdesign@jenne.com.

We look forward to learning about your business and meeting your specific training and enablement needs!