

# Jenne is Your VAD for Cloud Solutions

Cloud computing is evolving the IT marketplace and the channel Organizations are adopting infrastructure, platform and application services to augment and replace legacy IT hardware and software. End-users appreciate the Cloud's agility, scalability, elasticity and predictable IT costs. Cloud computing affords VARs and service providers with the ability to offer scalable solutions at lower operating costs with fewer assets, provide recurring revenue and predictable profitability.

Gartner predicts the worldwide public cloud service market will grow to \$331.2 billion in 2022, attaining a compound annual growth rate (CAGR) of 12.6%.

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## Jenne Offers Cloud Solutions from the Channel's Leading Companies

### SIP Trunking



CallTower is a leading provider of cloud-based communication and networking services. Its solutions enable customers to reduce capital spending and operating costs, and enhance productivity and customer care.



Intermedia can help modernize your customers phone systems by switching to flexible, scalable SIP trunks. SIP Trunking can work with existing phone systems and end-users experience no change to their calling experience. Even in the event of an outage, business continuity can be maintained by adding critical PBX features such as auto attendant, voicemail, and more - in the cloud.



LogMeIn simplifies how people interact with each other and the world around them to drive meaningful insight, deeper relationships and better outcomes. With a platform that supports tens of millions of daily users, over a billion customer interactions and 20 billion voice minutes per year, LogMeIn has helped invent the modern way of working - flexible, dispersed, mobile, efficient and productive.



Momentum Telecom understands that businesses want to get full value out of every investment and is proud to offer a solution. Momentum SIP Trunking is a business-class service designed to deliver affordable Voice over IP service with advanced telephony features to an existing PBX system.



nexVortex standard SIP Trunking provides unlimited channels, which allows customers to scale trunks on demand at no additional charge. Multi-site customers can take one service plan and scale it across all their locations with portal access to control features and functionality in real-time, including remote phone E911, DID inventory, Call Routing, Disaster Recovery and security preferences. nexVortex Managed SIP Trunking helps businesses confidently migrate to SIP while addressing quality of service, visibility, and definitive troubleshooting.



Nextiva provides cloud-based communications and collaboration solutions designed to simplify the way businesses communicate through Hosted VoIP, SIP Trunking and Netiva Anywhere™ solutions. Founded in 2006 on the principle of Amazing Service®, Nextiva serves more than 100,000 businesses in the United States.



Sangoma SIP Trunking helps customers reduce their telephony costs and deliver a higher standard of service by replacing traditional phone lines with Sangoma SIP Trunking.

### Unified Communications



Experiences That Matter

Avaya Cloud solutions offer a variety of deployment options to provide unified communications and contact center solutions to customers of all sizes - including public or hybrid cloud. Avaya Cloud Office by RingCentral combines the best from two industry leaders - RingCentral's unrivaled UCaaS platform and Avaya's industry-leading services and technology capabilities - all in one cloud solution designed to redefine workplace collaboration. With Avaya Cloud Office, you can provide your customers all the communication features they need to accelerate their business in one cost-efficient, monthly bill.



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Intermedia is a leading UCaaS, CCaaS, and cloud email/productivity applications provider hyper-focused on delivering easy-to-use and secure communication and collaboration solutions to businesses and the partners that serve them. More than 125,000 business customers and 6,600 active partners rely on Intermedia's tightly integrated suite of cloud applications that are managed through one intuitive point of control, and are backed by 99.999% uptime SLAs and J.D. Power-certified 24/7 technical support. Solutions include the all-in-one cloud communications and collaboration platform - Intermedia Unite™, Intermedia Contact Center, web and video conferencing, file sharing & backup, business email, security, archiving, and more.



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Business communications has a clear path to the cloud with Mitel's MiCloud - the business communication solution that seamlessly ties every communication application together for great efficiency, flexibility and capabilities.

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Momentum Telecom is a premier provider of Unified Communications and Collaboration solutions for business. Momentum delivers a mobile, flexible and reliable HD voice and video solution seamlessly integrated with productivity applications to simplify communications and improve efficiency.



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nexVortex provides a fully-featured, high quality, Hosted Voice offering delivered with Uncommon Service. Our unique licensing model allows users to have multiple devices connected to the service for the same seat price. All Hosted Voice features are included in our pricing model. The service is available with options for rental phones, partner provided phones, or re-use of existing phones. We can offer unlimited minute seat pricing or develop customized pricing plans to meet any customer need.



PanTerra is the leader in delivering enterprise-level cloud services with Streams, the ultra secure, highly reliable, unified cloud service that integrates unified communications, team messaging, file sync & share and business analytics. Streams is the ideal cloud platform for mid-market enterprises.



RingCentral, Inc. is an award-winning global provider of cloud unified communications and collaboration solutions. More flexible and cost-effective than legacy on-premise systems, RingCentral solutions empower today's mobile and distributed workforces to be connected anywhere and on any device through voice, video, team messaging, collaboration, SMS, conferencing, online meetings, contact center, and fax. RingCentral provides an open platform that integrates with today's leading business apps while giving customers the flexibility to customize their own workflows.



Sangoma's Switchvox Cloud is a hosted UC solution that incorporates the same software as the on-premise appliances so that end-users have access to the same powerful UC features such as mobility, IVRs, queues, and tight integration with Sangoma phones. Switchvox Cloud provides access to a business-class phone system while completely eliminating costly capital expenditures.



Six-time Gartner Magic Quadrant leader, 8x8 (EGHT), is the world's first Communications Cloud, combining unified communications, team collaboration interoperability, contact center, and analytics in a single, open and real-time platform. 8x8 eliminates information silos to expose vital, real-time intelligence across all clouds, applications and devices to improve individual and team productivity, business performance and customer experience.

## Storage & Disaster Recovery



Vault America is a leading provider of cloud-based storage specializing in data backup, recovery, and archiving solutions. From small businesses to multinational enterprises and designed for channel partners, customers use Vault America's cloud storage services to solve their data protection, retention and business continuity challenges. Vault America delivers enterprise-grade performance and reliability without enterprise-level complexity and cost. Vault America's cloud services provide storage efficiencies by minimizing risk and protecting prior investments.

## Security



Alert Logic, the leader in security and compliance solutions for the cloud, provides Security-as-a-Service for on-premises, cloud, and hybrid infrastructures, delivering deep security insight and continuous protection for customers at a lower cost than traditional security solutions. Fully managed by a team of experts, the Alert Logic Security-as-a-Service solution provides network, system and web application protection immediately, wherever your IT infrastructure resides. Alert Logic partners with the leading cloud platforms and hosting providers to protect over 3,000 organizations worldwide.

## SD-WAN Solution



As corporate networks adapt to changes such as distributed workforces and the proliferation of cloud-based applications, SD-WAN has emerged as a go-to technology solution. SD-WAN addresses many of the pain points associated with the corporate WAN, most notably high-cost, low bandwidth, and inflexible management. Ribbon SD-WAN includes Prioritization at the application level based on URL or IP address, Performance monitoring of multiple data links and routing in cases of degradation, Seamless movement of a SIP session from one WAN link to another when the primary link quality has degraded, FXO failover, basic PBX features in outage conditions, and Cloud-based management.



FatPipe® Networks invented the concept of software-defined wide area networking (SD-WAN) and hybrid WANs that eliminate the need for hardware and software, or cooperation from ISPs and allows companies and service providers to control multi-link network traffic. FatPipe currently has 10 U.S. patents and more than 180 technology claims related to multipath, software-defined networking and selective encryption of broadband networks. FatPipe technology provides the world's best intra-corporate wide area network solutions that transcend Internet and other network failures to maintain business continuity and high transmission security. FatPipe, with several thousand customers, has offices in the United States and around the world, with more than 700 resellers worldwide including almost all national resellers in the US. FatPipe is a registered trademark and FatPipe VNF is a trademark of FatPipe, Inc. Other product and company names herein may be trademarks of their registered owners.

## Network Management



ADTRAN's ProCloud is a customizable, cloud-management platform, centralized configuration and firmware management system with 7x24 proactive monitoring alerts and quick access to technical experts for support.



Extreme Networks PartnerWorks cloud wireless offering is a cloud-ready Wi-Fi solution offered to qualified PartnerWorks or PartnerWorks Plus partners to easily deploy an enterprise-wide Wi-Fi network without the complexity and costs of traditional Wi-Fi networks.

ADVANCE WITH US



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## Video Conferencing



Experiences That Matter

AvayaLive™ Video is a conference room in the cloud, powered by the award-winning Avaya Scopia® Video. For teams that want the engagement and productivity of face-to-face meetings, no matter where they are, AvayaLive Video makes it easy for everyone to connect, collaborate and work together.



INTERMEDIA  
CLOUD COMMUNICATIONS

Intermedia AnyMeeting™ is a powerful online meeting solution built for businesses of all sizes. Our easy to use meeting experience is available on desktop and mobile devices so that you can have reliable, stress free meetings anywhere, anytime. With the highest HD audio and video quality, interactive collaboration tools and artificial intelligence capabilities, AnyMeeting transforms communications with a smarter, faster, engaging and actionable meetings experience.



Lifesize provides award-winning video systems and best-in-class mobile apps that connect end-users to an incredible cloud-based video conferencing service. Lifesize Cloud works everywhere people work. It can be use on a laptop, tablet and smartphone, in any meeting room, and with Lifesize's Icon Series. It can even be used with third-party video calling systems.



GoToMeeting by LogMeIn is a simple online meeting tool that helps boost productivity with dispersed teams, customers and vendors optimized for real-time, external collaboration. Hold online meetings with up to 250 participants, share screens and collaborate with HD video conferencing.



Vidyo has moved the business model for video conferencing beyond expensive legacy hardware and dedicated networks to provide a powerful, flexible and scalable software-based solution that is also affordable. Vidyo™ technology innovations put HD-quality, multipoint video communications within reach of anyone using any device, anywhere. All that's needed is an Internet, LTE or 4G connection to join in a lifelike and truly collaborative meeting experience.