2022 Jenne Line Card

Your Leading Cloud Services Brokerage & Value-Added Distributor
About Jenne, Inc.

Jenne, Inc. is a leading Cloud Services Brokerage and Value-Added Distributor serving agents and value-added resellers throughout the U.S. We focus on Unified Communications and Collaboration, Connectivity, Cybersecurity, Networking and Infrastructure, Physical Security, SD-WAN, Video Conferencing and the Internet of Things (IoT).

Jenne’s ‘high touch, fast response’ model of outstanding service and support allows our partners to be more successful, more quickly. We provide value added resellers, managed service providers, integrators and telecom service provider companies with a broad product selection from over 180 leading technology companies. Our customers value and benefit from competitive pricing and flexible financing options; on-time accurate delivery from our state-of-the-art distribution center; outstanding technical support, including design services and enablement; plus ongoing sales and technical training through the award-winning Jenne University.

Engaged Sales and Business Development Team

Jenne has a highly knowledgeable and professional sales team including:

- **Territory Sales Directors** who work with resellers to contribute to their business plan development and execution helping them to be more successful in their vertical markets.

- **Account and Partner Development Specialists** who provide resellers with personalized pre- and post-sales support including a single point of contact.

- **Business Development Specialists** who are assigned to specific vendor lines and are experts in the product, go-to-market strategies, trends and competitive information.

- **Resident experts** who support resellers in collaborative technologies, including networking, video, voice and more.

Technical and Design Support

Our technical staff has over 200 years of combined experience. Our business partners further benefit from:

- A design mentor who provides full design support while assisting your engineering team in developing increased capability and insuring uninterrupted design quality.

- Easy and quick design team accessibility and engagement, including coaching for partners to assist them in providing customer facing solutions and higher close ratios.

- A Staging and Provisioning Service that performs all the preliminary configuration, licensing and upgrades enabling you to rapidly install systems on your customers’ networks or as a stand-alone unit. Jenne fully supports our provisioning and staging service and offers the availability for individual Statements of Work on orders if required or requested

- Jenne's Technical Services staff are available Monday through Friday, 8 a.m. to 8 p.m. at no cost. Full 24-hour support also is available at minimal cost.

World-Class Training by Jenne University

Jenne University is the place where training and support converge. While other distributors outsource their training instructors, virtual platforms and facilities, Jenne maintains its own brick and mortar training center as well as our own virtual “cloud” lab environment where our students may gain technical or sales expertise. Our state-of-the-art training facility optimizes the learning experience. Our learning space features fully equipped classrooms and our virtual classroom environment is easy to access and learning conducive.

**We offer:**

- Available training courses include certification for Avaya, Extreme Networks, and other leading manufacturers.

- Official Pearson VUE® Testing Center, allowing Avaya students to leave Jenne University completely certified.

- Virtual Classrooms are fully equipped with the latest equipment to provide a truly interactive hands-on experience. Our virtual lab systems are modeled around real world deployments.

- Customized training maps specific to your sales and technical competency to ensure the curriculum aligns with your business needs.

- All classes are available virtually, but regional training courses available at designated sites across the country, or at a reseller’s location. For a complete schedule, visit Jenne’s website at www.jenne.com.

- Frequent live and recorded webinars available on the latest manufacturer equipment and releases.
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<thead>
<tr>
<th><strong>AUDIO/VIDEO CONFERENCING SOLUTIONS</strong></th>
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<tr>
<td><strong>AVAYA</strong> Avaya IX Meetings provides messaging, voice, video, conferencing and team collaboration, all in one application. Avaya IX Meetings provides a powerful tool for teams to collaborate effectively on any device and from any location.</td>
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<td><strong>AVTEQ</strong> Avteq designs and manufactures video conferencing mobile stands and consoles with a new dimension to meet the demands of current technology.</td>
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<td><strong>boom collaboration</strong> Boom is passionate about collaboration and their range of stylish cameras are designed and built with the highest quality for crisp, clear and vivid images. Video enables remote workers, huddle rooms, class rooms or conference rooms with their collection to achieve the best remote meetings wherever you are. With Boom cameras, enjoy professional quality video that’s easy to install.</td>
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<tr>
<td><strong>CAD Audio</strong> CAD Audio is a developer of paging and radio microphones, stands and accessories for the professional, commercial and installation audio industries.</td>
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<td><strong>CHIEF</strong> Chief offers mounting solutions designed to support a wide range of audio/video applications from corporate boardrooms and facilities to home theaters and offices.</td>
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<td><strong>ClearOne</strong> ClearOne is a global company that designs, develops and sells conferencing, collaboration, streaming and digital signage solutions for voice and visual communications. The performance and simplicity of its advanced comprehensive solutions offer unprecedented levels of functionality, reliability and scalability.</td>
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<td><strong>EPOS</strong> EPOS delivers high-end audio solutions designed for enterprise and gaming.</td>
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<td><strong>HuddleCamHD</strong> HuddleCamHD is a U.S.-based company that manufactures USB connected conference cameras and speakerphones. Offering both wireless and wired USB webcams, HuddleCamHD is most known for its affordable USB cameras with pan, tilt, and optical zoom capabilities. For 30 years Konftel’s mission has been to help people in businesses around the world hold millions of meetings despite distance. Their focus has been set on offering the perfect sound. Now it’s time to bring video into Konftel’s meeting solutions. It’s time to add a face to the voice.</td>
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<td><strong>Kramer</strong> Kramer has been on the leading edge of Pro AV innovation for over 35 years. With hundreds of employees and partners serving thousands of customers across six continents, they remain committed to delivering smart technology products and solutions for a wide variety of markets and applications.</td>
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<td><strong>LG</strong> LG Electronics has led the way into the advanced digital era thanks to the technological expertise it has acquired manufacturing appliances since 1958. LG continues to pursue its 21st century vision of becoming a worldwide leader in digital—ensuring customer satisfaction through innovative products and superior service.</td>
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<td><strong>logitech</strong> Logitech is a world leader in products that connect people to the digital experiences they care about. Spanning multiple computing, communication and entertainment platforms, Logitech’s combined hardware and software enables or enhances audio and video communication over the internet.</td>
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<td><strong>poly</strong> Poly is the global communications company that powers authentic human connection and collaboration. Face to face, they sift and sort millions of verbal and non-verbal cues to glean meaning. Poly is finding new ways to inject these cues into audio and video communication to replicate the face to face experience. To build intimacy. To break walls and span distance. To nurture the simplicity and beauty of human connection.</td>
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<td><strong>PTZOptics</strong> PTZOptics is a U.S-based company that manufactures PTZ broadcast conference cameras. PTZOptics cameras offer a wide variety of connectivity options including: HD-SDI, HDMI, USB 3.0 and IP Streaming.</td>
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<td><strong>Snom</strong> Snom designs and manufactures professional and enterprise VoIP telephones. Snom produces robust, high-quality and feature-rich business telephones designed exclusively for the trained and certified professional IT and PBX installer, and universally compatible with the leading PBX platforms.</td>
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<td><strong>Yamaha</strong> Yamaha audio and video conferencing solutions streamline collaboration and boost productivity wherever people need to speak openly, share freely and create exceptional things. Yamaha’s considered approach to building enterprise-grade microphone systems, conference phones, and video sound bars ensures exceptional audio quality, ease of connectivity and flexibility for meetings across the table or across the globe.</td>
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<td><strong>Vidyo</strong> Vidyo enriches people’s lives by embedding real-time video into digital communications in the moments that matter most. Millions of people around the world connect visually every day through Vidyo’s secure, scalable technology and cloud-based services. Its patented platform integrates with virtually any application environment, network, and device to deliver the highest quality experiences that strengthen teams, build trust, solidify relationships, and improve quality of life for everyone.</td>
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<td><strong>Yealink</strong> With the outstanding technical patents of cloud computing, audio, video and image processing technology, Yealink has built up a panoramic collaboration solution of audio and video conferencing by merging its cloud services with a series of endpoint products.</td>
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BUSINESS AND SIP TELEPHONES

**AVAYA**

Avaya is a global leader in communications, creating intelligent communication experiences for customers and employees. They build open, converged and innovative solutions to enhance and simplify communications and collaboration - in the cloud, on-premise or a hybrid of both. Avaya is committed to innovation, partnership and a relentless focus on what’s next in business communication technology.

**Allworx**

Allworx is an award-winning maker of VoIP communication systems for SMBs, providing a complete portfolio including IP phones, network switches, and advanced software options.

**AT&T**

AT&T telephone products reflect a long and distinguished history of product excellence dating back over 100 years. Today, their product line is one of the most extensive in the industry, including corded and cordless phones, answering systems and phone-related accessories.

**AudioCodes**

AudioCodes designs, manufactures, and sells advanced Voice over IP and converged VoIP and data networking products, applications and professional services to global enterprises, medium and small businesses, as well as to service providers. Their extensive product range includes IP phones, session border controllers (SBCs), media gateways, mobile VoIP clients, multi-service business routers (MSBRs), routing applications, call recording, voice dialing, and more.

**Cetis**

Cetis, Inc., designs and manufactures a broad range of analog and VoIP telephones and high-speed Internet products. Designed and engineered in America and Europe for hotel, resort, enterprise, SMB, SOHO, healthcare, education, military, and government applications, Cetis products are built to exacting standards, and backed by their global distribution and support network.

**EnGenius**

EnGenius DuraFon SIP is the industry’s first durable, long-range SIP cordless phone. The DuraFon SIP cordless phone system delivers superior range, durability, and reliability in a flexible, multimode communications platform with the lowest total cost of ownership (TCO) in the industry.

**Mitel**

Mitel SIP phones offer exceptional features and flexibility in an open-standard enterprise grade IP telephone with functionality for any sized office.

**Poly**

Poly is the global communications company that powers authentic human connection and collaboration. Face to face, they sift and sort millions of verbal and non-verbal cues to glean meaning. Poly is finding new ways to inject these cues into audio and video communication to replicate the face to face experience. To build intimacy. To break walls and span distance. To nurture the simplicity and beauty of human connection.

**Telefield**

Telefield is a leading designer and manufacturer of telecommunications products for SMBs in North and South America. Telefield's expandable VoIP systems provide a perfect long term solution for any business.

**Sangoma**

Sangoma is a leader in enterprise, value-based communications, delivering industry-leading quality at price points that enhance customers’ ROI. They offer businesses of all sizes affordable cloud-based and on-premise Unified Communications (UC) systems with enterprise caliber features.

**Scitec**

Scitec provides specialized guestroom telephones for the lodging industry and offering an ever-expanding line of telephone products and services to corporate, university and hospitality clients.

**Snom**

Snom designs and manufactures professional and enterprise VoIP telephones. Snom produces robust, high-quality and feature-rich business telephones designed exclusively for the trained and certified professional IT and PBX installer, and universally compatible with the leading PBX platforms.

**Spectralink**

Spectralink, a global leader in wireless solutions, solves the everyday problems of mobile workers through technology, innovation and integration. By continually listening to customers on the move through their workdays, Spectralink is able to develop and deliver reliable, enterprise-grade voice and data solutions.

**TeleMatrix**

TeleMatrix hotel phones are beautifully engineered to fit the color, decor, and technical requirements for hotel guest rooms, lobby, and common areas. Choose from their 9600 Series cordless and 3300 Series corded models in analog or VoIP with optional color accent handset kit options.

**Yealink**

Yealink is a manufacturer of high-quality VoIP telephone products that are reliable, cost effective, and have a typically high margin yield.

CLOUD SOLUTIONS

**8x8**

8x8, Inc. (NYSE:EGHT) cloud solutions help businesses transform their customer and employee experience. With one system of engagement for voice, video, collaboration and contact center and one system of intelligence on one technology platform, businesses can now communicate faster and smarter to exceed the speed of customer expectations.

**AT&T**

AT&T is deploying virtualized network functions to create an overarching system of software solutions for all businesses. Widening the enterprise’s portfolio of cloud services will strengthen data collection capabilities and enhance cost savings. Having the ability to expand and navigate cloudservices with the click of a button from a single dashboard through NetBond brings greater opportunities to enterprises that are grappling with digital transformation.

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**Adtran**

Adtran is an established supplier of advanced transmission products for connecting and integrating today's expansive telecommunications networks developed to address high-speed, digital communication. Products include solutions for IP telephony/VoIP, networking equipment solutions, enterprise wireless solutions, including delivering cloud connectivity via high-performance, secure and reliable solutions.
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.

AudioCodes designs, manufactures, and sells advanced Voice over IP and converged VoIP and data networking products, applications and professional services to global enterprises, medium and small businesses, as well as to service providers. Their extensive product range includes IP phones, session border controllers (SBCs), media gateways, mobile VoIP clients, multi-service business routers (MSBRs), routing applications, call recording, voice dialing, and more.

BCM One’s Managed SIP Trunking solution (mSIP) powered by our award winning nexVortex brand, a BCM One Company, provides businesses with reliability and uptime of their voice services. Managed SIP is ideal for SMB to enterprise-level organizations worldwide. BCM One’s experts guide your customers to the right solution, then help them secure, manage, and monitor it, ensuring they’re always connected to the advanced technologies that can take their business even further.

FatPipe®, the inventor and multiple patents holder of software-defined wide-area networking (SD-WAN), reliability, security, and WAN Optimization products, specializes in providing solutions that transcend Wide-Area Network (WAN) failures to networks easily and securely without servers.

EnGenius Cloud enables SMBs and larger enterprises to focus on business growth by providing quick configuration and installation, reliable performance, predictive analysis, and real-time insights for companies that need to manage their wireless networks easily and securely without servers.

Command Link is a group of telecom and SaaS innovators designing the solutions of tomorrow, today, so that they can lead the next generation of voice and data networks as they continue to move forward in the world of digital technology. To do this, Command Link has worked to redesign the functions of Telecom and SaaS from the ground up by designing, innovating, and managing new voice and data networks specifically designed to take advantage of cutting-edge technologies.

Founded in 1962, Comm-core has evolved from an office products supply store to a leading innovator behind IP-based, hosted solutions. Leveraging their strengths in VoIP telecommunications, Comm-Core has taken the same knowledge and expertise and applied it to the security and surveillance markets. The result has been a hosted video surveillance solution that is leaner, higher quality and costs less to operate than competing products. Comm-Core Surveillance offers 24/7 live video monitoring, two-way audio communication and over 25 business and analytical features.

Coro was built on the principle of non-disruptive security: holistic security protection, with unrivaled ease of use, and unmatched affordability. Coro only surfaces the issues that require human expertise. This means Coro acts like a productivity solution for security - it's easy to install and operate, and enables IT to quickly configure what is and isn't critical to your business security.

Data Canopy is a team of data center experts dedicated to being a partner - not just a provider - for their clients. At Data Canopy, they leverage global carriers, a highly secure cloud, and worldwide data center facilities to cover all of your data center needs. Clients get custom-fit, optimized solutions in Tier III enhanced facilities at a low cost.

EnGenius’ Cloud Communications provides cloud-based VoIP and UC solutions to businesses of all sizes, allowing them to connect to the world, control their communications, and improve efficiency in every aspect of their business.

Fusion Connect manages, orchestrates and secures the critical technology infrastructure that enables the connected enterprise. They tailor their highly available and secure cloud communication, collaboration, security and network management platforms to meet the unique needs of their mid-market and enterprise customers. Their AI-based management systems along with their highly skilled technicians ensure world-class application performance under any conditions.

Intermedia is a Unified Communications as a Service (UCaaS) and business cloud email provider hyper-focused on delivering easy-to-use and secure communication and collaboration solutions to SMBs and the partners that serve them.

Lumen is a multinational technology company that enables companies to capitalize on emerging applications and power the 4th Industrial Revolution (4IR). This revolution is redefining how we live and work, creating an unprecedented need for an advanced application delivery architecture—designed specifically to handle the complex and data-intensive workloads of next-gen technology and businesses.
Metro Wireless International Inc. was founded by people who are truly passionate about delivering next generation telecommunications services over the airwaves. This model, once primarily used in rural communications and mobile, is now finding its way into businesses and homes everywhere. Metro Wireless is aiming to change the way people look at telecommunications services and wireless communications by offering truly unique, disruptive and bold technology offerings.

Momentum Telecom is a premier provider of Business Voice, BBX Broadband Management and Unified Communications solutions. Momentum’s solutions offer smart, customizable cloud-based applications including voice, video and collaboration tools that enhance business productivity and efficiency for direct customers and more than 500 nationwide white label and channel partners. Momentum Telecom is committed to delivering superior products backed by a geo-redundant network paired with industry-leading uptime and customer service.

Nextiva's mission is to provide reliable unified communications products backed by a dedication to delivering 'Amazing Service' to businesses across the country. Their cloud-based phone systems, fax communications, and web-based tools are designed to increase flexibility, productivity, and efficiency for businesses of all sizes in a variety of industries.

PanTerra is a business-class Unified Cloud Service Provider, seamlessly delivering unified communications, team messaging, contact center, file sync & share, and business analytics through Streams, its unified cloud solution. Streams is a business-class, HIPAA secure, ultra-reliable, future-proof unified cloud service that can be custom configured on a user-by-user basis and consistently deployed worldwide.

Performive specializes in partnering with growing Mid-sized companies by delivering secure, VMware-based cloud solutions, along with on-demand engineering resources and 24/7/365 Devoted Customer Support. To meet customers’ needs, Performive’s infrastructure portfolio has expanded into the full cloud, colocation, and bare metal spectrum as well as security, data protection, and managed services.

RingCentral is a leading provider of global enterprise cloud communications and collaboration solutions. More flexible and cost-effective than legacy on-premises systems, RingCentral empowers modern mobile and distributed workforces to communicate, collaborate, and connect from any location, on any device and via any mode. RingCentral provides unified voice, video, team messaging and collaboration, conferencing, online meetings, digital customer engagement and integrated contact center solutions for enterprises globally. RingCentral’s open platform integrates with leading business apps and enables customers to easily customize business workflows.

Sangoma is a leader in enterprise, value-based communications, delivering industry-leading quality at price points that enhance customers’ ROI. They offer businesses of all sizes affordable cloud-based and on-premise Unified Communications (UC) systems with enterprise caliber features.

SIPPIO is 100% Azure native to ensure peace of mind with high availability, failover and security across the globe. SIPPIO architected a fully automated, end-to-end cloud solution providing top grade carrier services through certified session border controllers running exclusively in Microsoft Azure.

Spectrum Business improves and secures your connection to key cloud service providers with their Cloud Connect service. Cloud Connect provides a dependable, private cloud connection for accessing Amazon Web Services and Microsoft Azure.

Star2Star was founded in 2006 with a passion for revolutionizing the world of business communications. For small and large businesses, Star2Star unifies and simplify complex communications activities. For employees, they deliver a culture of innovation, diversity, and individuality.

SteelDome is a global software cyber security company, providing products that drives efficiency and security. Protecting your data with SteelDome is now available through their latest technologies. SteelDome’s easy to implement purpose-built services are designed to protect your organization from today's viable and growing cyber threats.

Talkdesk offers a better way for organizations to unlock the promise and potential of great customer experience. Talkdesk is innovative, creative, and challenges the old status quo in order to help their customers thrive and grow.

Telesystem empowers businesses across the country with a range of innovative network, communication, collaboration and security solutions. Their expert team works along-side businesses to tailor agile and reliable solutions to address their specific requirements for performance, security and cost. It’s Telesystem’s goal to ensure their customers are getting the most out of their IT infrastructure, while allowing room for growth, and freeing their resources to focus on their business success.

ThreatProtector provides the protection, visibility and products for Cybersecurity challenges. They provide the most effective security awareness training, email encryption, and device endpoint protection for businesses of any size.

UJET is the world’s first and only cloud contact center platform for smartphone era CX. By modernizing digital and in-app experiences, UJET unifies the enterprise brand experience across sales, marketing, and support, eliminating the frustration of channel switching between voice, digital, and self-service for consumers.
WAN Dynamics exists to make networks better and connecting easier. By leveraging industry best practices, decades of experience and a little creativity, every network WAN Dynamics touches is improved. This results in happier users that can carry on with their business without distractions.

Partnering with WOW! Business provides access to unparalleled carrier diversity and a superior operating environment where service and uptime are paramount. With the WOW! Business network as your foundation, your customers can leverage the strengths of over 32 different carriers, or utilize WOW!’s Layer 3 private network for low latency connectivity, to create a customized, best-in-class data center solution, managed by WOW! Business.

YourSix combines all aspects of physical security delivered as a service by a single trusted security partner. Their cloud solutions enable the seamless convergence of video surveillance, access control, audio technologies and video monitoring so partners can more intelligently safeguard their customer’s most important assets.

Zoom helps your customers express ideas, connect to others, and build toward a future limited only by their imagination. Zoom’s frictionless communications platform is the only one that started with video as its foundation, and they have set the standard for innovation ever since. That is why Zoom is an intuitive, scalable, and secure choice for large enterprises, small businesses, and individuals alike.

Zultys delivers an easy-to-use, secure, and reliable platform designed to streamline all forms of communication and increase productivity for any size enterprise. From small businesses to large-scale enterprises, Zultys products are helping thousands of companies and their employees meet and exceed their communication and collaboration needs every day.

**HEADSET SOLUTIONS**

**AVAYA**
Avaya is a global leader in communications, creating intelligent communication experiences for customers and employees. They build open, converged and innovative solutions to enhance and simplify communications and collaboration – in the cloud, on-premise or a hybrid of both. Avaya is committed to innovation, partnership and a relentless focus on what’s next in business communication technology.

**ClearOne**
ClearOne’s CHAT USB PC headsets for unified communications combines comfort, durability and the legacy audio quality you expect from ClearOne.

**EPOS**
EPOS delivers high-end audio solutions designed for enterprise and gaming.

**Logitech**
Logitech provides headsets for use on all operating systems and platforms.

**Poly**
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**Snom**
Snom headsets are tested specifically for use with the Snom telephones, and they are designed for good wearing comfort. The microphone is noise-cancelling so there is no compromise on voice quality.

**Yealink**
Yealink’s over-the-head style headset is made for office worker, SOHO, or call center staff. It is compliant with the full range of Yealink enterprise IP phones.

**INSTALLATION SUPPLIES AND TOOLS**

**Algo**
Algo is a trusted supplier and partner in telecommunications, with millions of IP endpoints, including PoE speakers, horns, paging adapters, strobes, push buttons, doorphone/intercoms, and specialty handsets, shipped globally.

**Altronix**
Altronix Corporation is a leading designer and manufacturer of low voltage electronic components. Altronix offers a comprehensive line of security, fire, CCTV, access, nurse call and automation products.

**Cablesys**
Cablesys is a leading manufacturer of fiber optic, telephone and category cables and accessories. Their focus is on building strong connections with the latest technology and cost efficient solutions with their products.

**Fluke Networks**
Fluke Networks is a provider of Category 5e and 6 test equipment, telephone DSL/ISDN test equipment and telecom tools.

**Garvin**
Garvin is a manufacturer of quality electrical, datacom and telecom hardware.

**Greenlee**
Greenlee is a provider of quality tools to the electrical industries.

**Hitachi Cable Manchester, Inc.**
Hitachi Cable Manchester, Inc. is a manufacturer of copper premise cable, fiber optic cable, electronic round cable, electronic ribbon cable and custom cable.

**-GENESIS-**
Resideo’s Genesis Series provides a full range of cables for security, fire, sound, video, structured cabling, voice and data, and other low voltage applications.

**Hubbell Premise Wiring**
Hubbell Premise Wiring is a global manufacturer of structured cabling systems, enclosures and accessories, providing intelligent infrastructure solutions.

**ICC**
ICC is a performance-value leader in network connectivity and cable management including: workstations, fiber optic systems and outlets, racks and cable management and raceway systems.

**Ideal**
Ideal is a provider of products that range from wire connectors, benders, lubes and fish tape to sophisticated electrical testers, datacomm equipment and ergonomically designed hand tools.
Middle Atlantic is a manufacturer of rack enclosures, monitoring consoles, data cabling management products, audio and video studio furniture, power distribution products and related accessories.

NET Source provides best-of-breed IT infrastructure solutions, services and security to small, medium and large enterprises alike.

NVT Phybridge is the leader in long reach PoE, making IP connections in far places simple. Their CHARIoT series of long reach switches helps their customers migrate to an IP-based network, transforming the existing or new infrastructure to an IP path with power.

Oberon is a leading designer and producer of in-building enclosures and antenna products for cabling, wireless voice and data network infrastructure products.

Optex is a manufacturer of passive and active infrared technology, control systems, and CCTV products which are applied in the fields of Security, Automatic Door Controls, and Factory Automation.

nVent ERICO manufactures grounding, bonding, lightning protection and electrical rail connection solutions for commercial, industrial, utility, rail, alternative energy and telecom end user groups. With their unique, holistic approach to protecting facilities from the effects of lightning and induced-surge transients, they protect some of the world’s most sensitive equipment, buildings and critical processes.

Suttle is a leading manufacturer of communication connectivity products to major service providers and installers.

PAGING, INTERCOM, AND PUBLIC ADDRESS SOLUTIONS

Algo is a trusted supplier and partner in telecommunications, with millions of IP endpoints, including PoE speakers, horns, paging adapters, strobes, push buttons, doorphone/intercoms, and specialty handsets, shipped globally.

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Bogen is a leading provider of sound systems and telephone peripherals for commercial, industrial and institutional settings including overhead paging, school intercom and signaling to large-scale concert music systems.

Eaton’s “Cooper Notification” business offers a full line of mass notification solutions applicable but not limited to the retail, government, military, industrial and education sectors.

Gai-Tronics is a provider of industrial handset, emergency hands-free telephone equipment and outdoor beacons.

Louroe Electronics’ mission is to provide proprietary and patentable, market driven, high-quality audio capture and response technology. Their signature products include the Verifact® series of analog microphones and accessories, the Digifact™ line of IP microphones, and a suite of audio analytics that provide threat detection. These solutions are delivered in versatile and adaptive technology employed in industries across the board, including law enforcement, education, hospitality, healthcare, gaming, retail, transportation, and more.

Spectrio is one of the nation’s leading end to end technology-enabled audio and video marketing companies, providing professional content and managed services on a monthly subscription basis. Their solutions, consisting of On-Hold Messaging, Digital Signage and Overhead Music, enable their clients to engage, educate and entertain their customers, across all customer touch points.

Status Solutions provides situational awareness solutions with expertise in vertical markets such as senior housing, healthcare, education and government.

Valcom is a provider of page control interfaces, VoIP LAN/WAN connectivity, ceiling/wall speakers, paging horns, Privacy Spot sound masking, power supplies and door entry systems.

Viking is a provider of telephone accessories, entry controllers and door boxes, apartment entry systems, elevator access and communication devices, industrial paging and telephony control devices.

Zenitel Group is the world leading provider of intelligent communication solutions, focused on IP Intercom, Video Intercom, and Telephony Communications. Zenitel ensures seamless interoperability with IPBX and VoIP systems around the world.

POWER PROTECTION/UPS

APC is a manufacturer of network-critical physical infrastructure (NCPI) solutions, designed for both home and corporate environments of all sizes.

DITEK Corporation has been the industry leader in the design and manufacturing of surge protection devices and systems for more than 20 years. DITEK provides total surge solutions for low voltage CCTV, Fire and Intrusion, Access Control, and Voice/Data/Signal applications, including VoIP and PoE. They also offer a complete line of hardwired suppressors and arrestors for main and distribution panels, as well as point of use equipment.

ITW Linx is a provider of a full line of lightning and surge protection products covering the breadth of the AC, telecom and datacom markets – from rack mount solutions to pair-by-pair block protectors.

Minuteman Power Technologies is a leading provider of uninterrupted power supplies for telephones, computers and data communication devices (UPS products are available from 325VA to 10KVA).
UC ADD-ONS AND SOFTWARE APPLICATIONS

DATEL Software Solutions, LLC creates innovative, user-friendly, contact center and call accounting solutions at an affordable price. DATEL has displaced many traditional reporting packages and carved out a niche in the telecommunications industry.

SPECIALTY COMMUNICATIONS PRODUCTS

AudioCodes designs, manufactures, and sells advanced Voice over IP and converged VoIP and data networking products, applications and professional services to global enterprises, medium and small businesses, as well as to service providers. Their extensive product range includes IP phones, session border controllers (SBCs), media gateways, mobile VoIP clients, multi-service business routers (MSBRs), routing applications, call recording, voice dialing, and more.

Belkin is an award-winning manufacturer for networking solutions, accessories for iPods, and the first Cable-Free USB Hub, PureAV cables, power, and digital wireless accessories.

CEECO is a provider of emergency, security, courtesy and public telephone equipment, delivering high quality technology to its customers in the private and public business sectors.

Cortelco, a leading supplier of telecommunication products, continues to be the chosen supplier for residential and business consumers. Our commitment to quality products, competitive pricing and customer service excellence have contributed to our continued success spanning 111 years in the industry.

Louroe Electronics’ mission is to provide proprietary and patentable, market driven, high-quality audio capture and response technology. Their signature products include the Verifact® series of analog microphones and accessories, the Digifact™ line of IP microphones, and a suite of audio analytics that provide threat detection. These solutions are delivered in versatile and adaptive technology employed in industries across the board, including law enforcement, education, hospitality, healthcare, gaming, retail, transportation, and more.

Multi-link is a manufacturer dedicated to the development and marketing of high quality telecommunications devices, including remote power management and fax phone switch devices, for a wide variety of commercial and government applications.

MultiTech is a global manufacturer of award-winning external and embedded modems, and unified communications products that connect data over cellular and analogous networks from anywhere in the world.

PM Power Products provides power management and survivability products, equipment cabinets, SIP devices including video door boxes, paging amplifiers, remote control and alerting devices, and web conferencing solutions.

Ribbon Communications is a market leader in enabling IP-based voice, video and data services. Service providers and enterprises of all sizes use Ribbon Communications solutions to simplify customer premise configurations for quick and smooth installations, reduce time to market and deliver rapid return on invested capital. The company helps customers deliver intelligence at the network edge with its Network Edge Orchestration platform that includes Intelligent Edge ESBCs and QuickConnect certification program, and the EdgeView Service Control Center.

Surecall manufactures and sells a line of high-quality cellular amplifiers and accessories for the cell phone market. Their current flagship products are the SureCall™ line of FCC-approved signal amplifiers, which boost the range and reception of almost any call.

TeleMatrix hotel phones are beautifully engineered to fit the color, decor, and technical requirements for hotel guest rooms, lobby, and common areas. Choose from their 9600 Series cordless and 3300 Series corded models in analog or VoIP with optional color accent handset kit options.

Viking is a provider of telephone accessories, entry controllers and door boxes, apartment entry systems, elevator access and communication devices, industrial paging and telephony control devices.

AdvaTel is a leader in many specialist disciplines in the development of value-added solutions within the telecommunications and contact center industries. Their solutions range from real-time analytics reporting to SIP based telephony attendant consoles, marketed globally through its cross sections of industry business partners.

CI is a developer of Interactive Voice Response (IVR), Computer Telephony Integration (CTI), Web-IVR integration and voicemail unified messaging into vertical and general business solutions.

Calero offers a wide range of Communications Lifecycle Management (CLM) solutions designed to turn communications data into actionable insight by simplifying the management of voice, mobile and other unified communications (UC) services and assets.

DATEL Software Solutions, LLC creates innovative, user-friendly, contact center and call accounting solutions at an affordable price. DATEL has displaced many traditional reporting packages and carved out a niche in the telecommunications software industry.
DuVoice is a developer of stand-alone voicemail systems, messaging system software and turnkey systems for general business office environment and the hotel/motel industry.

Edge provides services for complex implementation of Unified Communications, Contact Center, and networking solutions.

EnGenius products are designed for the SMB and large enterprise markets, providing long-range wireless communications solutions in demanding business environments including indoor/outdoor wireless LAN products, client bridge access points, multi-gig switches, and routers.

Market leader in innovating and producing cost-effective, high-quality hardware and software-based telecommunications solutions that can be used by any business.

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.

PICA Product Development, formally known as Nel-Tech Labs is a USA manufacturer of audio messaging systems. These devices provide solutions for various applications including: Music and Message On Hold, Business Music and Timed/Triggered Messaging.

Trisys is a designer of employee productivity and resource software that lets management clearly identify how employees utilize their time for business and non-business purposes.

**NETWORKING INFRASTRUCTURE & STORAGE SOLUTIONS**

ADTRAN is an established supplier of advanced transmission products for connecting and integrating today's expansive telecommunications networks developed to address high-speed, digital communication. Products include solutions for IP telephony/VoIP, networking equipment solutions, enterprise wireless solutions, including delivering cloud connectivity via high-performance, secure and reliable solutions.

Altronix Corporation designs and manufactures high quality low voltage electronics for the video surveillance, security, fire, access control and automation markets.

AudioCodes designs, manufactures, and sells advanced Voice over IP and converged VoIP and data networking products, applications and professional services to global enterprises, medium and small businesses, as well as to service providers. Their extensive product range includes IP phones, session border controllers (SBCs), media gateways, mobile VoIP clients, multi-service business routers (MSBRs), routing applications, call recording, voice dialing, and more.

Cambium Networks enables service providers; enterprises; governmental and military agencies; oil, gas and utility companies; Internet service providers; and public safety organizations to build powerful communications networks, reach users from 200 kilometers across mountain tops down to their devices, and intelligently manage their business Wi-Fi infrastructure through end-to-end network visibility and actionable analytics.

ComNet is a manufacturer of audio, video, data and Ethernet communication products. ComNet focuses on providing innovative communications networking solutions to the Security Market, Intelligent Transportation System Markets and Power Transportation and Distribution Market. The product line consists of fiber optic video, data and audio transmission products as well as a broad Fiber Optic, Wireless and Copper media Ethernet product line and designed from the start to set the standard for transmission products in the markets ComNet competes in.

Dell empowers countries, communities, customers and people everywhere to use technology to realize their dreams. Customers trust them to deliver technology solutions that help them do and achieve more, whether they are at home, work, school or anywhere in their world.

Ribbon Communications is a market leader in enabling IP-based voice, video and data services. Service providers and enterprises of all sizes use Ribbon Communications solutions to simplify customer premise configurations for quick and smooth installations, reduce time to market and deliver rapid return on invested capital. The company helps customers deliver intelligence at the network edge with its Network Edge Orchestration platform that includes Intelligent Edge ESBCs and QuickConnect certification program, and the EdgeView Service Control Center.

Extreme Networks delivers software-driven networking solutions that help IT departments everywhere deliver the ultimate business outcome: stronger connections with customers, partners, and employees.

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.

Engenius offers products designed for the SME market providing long-range wireless communications solutions in demanding business environments, including indoor/outdoor wireless LAN products, client bridge access points and routers.

KTI Networks is a manufacturer of a broad range of network products which include network interface cards, transceivers, media converters and switches.
Multi-link is a manufacturer dedicated to the development and marketing of high quality telecommunications devices, including remote power management and fax phone switch devices, for a wide variety of commercial and government applications.

MultiTech is a global manufacturer of award-winning external and embedded modems, and unified communications products that connect data over cellular and analog networks from anywhere in the world.

NETGEAR is a manufacturer of routers and gateways, Ethernet bridges, VoIP access points, managed and unmanaged gigabit switches, VPN firewall routers and PoE switching devices.

NVT Phybridge is the leader in long reach PoE, making IP connections in far places simple. Their CHARIot series of long reach switches helps their customers migrate to an IP-based network, transforming the existing or new infrastructure into an IP path with power.

Sangoma is a leader in enterprise, value-based communications, delivering industry-leading quality at price points that enhance customers’ ROI. They offer businesses of all sizes affordable cloud-based and on-premise Unified Communications (UC) systems with enterprise caliber features.

Surecall manufactures and sells a line of high-quality cellular amplifiers and accessories for the cell phone market. Their current flagship products are the SureCall™ line of FCC-approved signal amplifiers, which boost the range and reception of almost any call.

Veloso is a Jenne, Inc. exclusive brand of High Performance Optics and Connectivity Solutions, offering competitive pricing and above average margin opportunities. Solutions consist of transceivers and high speed cabling for Network connectivity, Server connectivity, and Storage Arrays-Fiber channel for most OEM brands. Other products available consist of NIC Cards, Media Converters, and Multiplexers.

Zyxel is a supplier of broadband access and networking solutions for service providers, business and residential customers. Their enterprise-class product line includes security appliances, managed smart switches, wireless access points and VoIP solutions.

**PHYSICAL SECURITY**

Accutech Security is a leading manufacturer of advanced electronic monitoring and security systems. Their specialized, security systems are actively installed in more than 5,000 healthcare facilities across the world. As a leading manufacturer of security systems for over 35 years, Accutech continues to provide innovative, reliable and cost-effective solutions for the safety of patients and residents worldwide.

The Advidia line of IP network video surveillance cameras provides a wide range of affordable IP camera models that are perfect for video surveillance projects of any size. Each Advidia camera comes bundled with a free copy of Video Insight Enterprise Video Management Software, a 4-year warranty, and free software updates for the life of the camera.

Algo is a trusted supplier and partner in telecommunications, with millions of IP endpoints, including PoE speakers, horns, paging adapters, strobes, push buttons, doorphone/intercoms, and specialty handsets, shipped globally.

Altronix Corporation is a leading designer and manufacturer of low voltage electronic components. Altronix offers a comprehensive line of security, fire, CCTV, access, nurse call and automation products.

APC is a manufacturer of network-critical physical infrastructure (NCPI) solutions, designed for both home and corporate environments of all sizes.

AXTON is a manufacturer of professional infrared illuminators and white light. They are dedicated to simplifying illumination solutions for CCTV professionals, incorporating rapidly developing technologies and concepts into their products.

Cambium Networks enables service providers; enterprises; governmental and military agencies; oil, gas and utility companies; Internet service providers; and public safety organizations to build powerful communications networks, reach users from 200 kilometers across mountain tops down to their devices, and intelligently manage their business Wi-Fi infrastructure through end-to-end network visibility and actionable analytics.

Channel Vision is a leading manufacturer of RF video distribution products, structured wiring enclosures and modules, security cameras and high performance audio/video distribution systems.

Code Blue is well known for their durable Help Points®, but they offer more than just a phone and a light. Users can build a complete end-to-end system that will serve them before, during and after an event. With their robust Software Development Kits (SDK), unlimited mounting and configuration options, and dozens of security and technology partners, Code Blue is perfectly positioned to help you maximize the return on your investment.

Founded in 1962, Comm-core has evolved from an office products supply store to a leading innovator behind IP-based, hosted solutions. Leveraging their strengths in VoIP telecommunications, Comm-Core has taken the same knowledge and expertise and applied it to the security and surveillance markets.

Gai-Tronics is a provider of industrial handset, emergency hands-free telephone equipment and outdoor beacons.
<table>
<thead>
<tr>
<th>Company</th>
<th>Description</th>
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<tbody>
<tr>
<td>Hanwha Techwin</td>
<td>Hanwha Techwin's line of security cameras deliver extraordinary capabilities in both image quality and day-to-day performance. They offer the industry's most comprehensive selection of analog and network cameras, including those marketed under the Wisenet name.</td>
</tr>
<tr>
<td>ImmerVision</td>
<td>ImmerVision Enables is the open standard in delivering total 360° advanced immersive functionality in live and playback mode. Combined with cameras and software from leading manufacturer partners, panomorph lenses provide users with a complete view of their installations without blind spots, increasing situational awareness and improving response time.</td>
</tr>
<tr>
<td>ISONAS</td>
<td>ISONAS is the first access control company to design and manufacture a cutting-edge, IP-to-the-door solution that eliminates needless complexity. Their network-based PowerNet™ reader-controllers offer a patented technology that easily integrates with Windows-based software to deliver more simplicity, greater value, and total flexibility to go places you never thought possible.</td>
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<td>Louroe Electronics</td>
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<tr>
<td>Moog Videolarm</td>
<td>Moog Videolarm is recognized as the innovator of today’s pressurized and bullet-resistant outdoor domes. They offer a wide assortment of cameras, illuminators, brackets and CCTV accessories.</td>
</tr>
<tr>
<td>NVT Phybridge</td>
<td>NVT Phybridge is the leader in long reach PoE, making IP connections in far places simple. Their CHARIoT series of long reach switches helps their customers migrate to an IP-based network, transforming the existing or new infrastructure in to an IP path with power.</td>
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<tr>
<td>Razberi Technologies</td>
<td>Designed to meet the needs of any sized organization, the Razberi video surveillance platform is highly reliable, secure, and network-optimized for megapixel quality. Razberi’s intelligent video solutions can be deployed in flexible combinations, with options for data center, edge, and rugged applications.</td>
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<tr>
<td>Raytec Systems</td>
<td>Raytec Systems is a world leader in LED lighting, manufacturing a complete range of Infrared and White-Light LED illuminators for CCTV and Safety Critical applications. Raytec delivers outstanding performance together with low costs of ownership and maintenance.</td>
</tr>
<tr>
<td>Spectrum Camera Solutions</td>
<td>Spectrum Camera Solutions manufactures a full range of globally certified Explosion Proof camera systems to monitor any hazardous area. Founded in 2012, Spectrum Camera Solutions has an unparalleled background as a world leader in hazardous area vision systems for process, security, and safety, creating a new range of Explosion Proof cameras based on durable materials, innovative engineering, and operational excellence.</td>
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<tr>
<td>Status Solutions</td>
<td>Status Solutions provides situational awareness solutions with expertise in vertical markets such as senior housing, healthcare, education and government.</td>
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<tr>
<td>STid</td>
<td>STid is the leading manufacturer of instinctive, contactless security technologies - delivering high security solutions approved by independent certified organizations. They safeguard millions of users for over 500 worldwide partners and are proud to serve leaders in the business, governmental and industry sectors such as defense, healthcare, aerospace, naval, energy and IT.</td>
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<tr>
<td>Valcom</td>
<td>Valcom provides the highest quality loudspeaker, paging and telecommunication system enhancement intercom products including page control interfaces, VoIP LAN/WAN connectivity, ceiling/wall speakers, paging horns, background music, Privacy Spot sound masking, power supplies and door entry systems.</td>
</tr>
<tr>
<td>Verint Video Intelligence</td>
<td>Verint Video Intelligence Solutions is one of the industry's leading sources of networked video solutions for virtually every part of your video security operations.</td>
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<tr>
<td>Video Insight 7</td>
<td>Video Insight 7 is a powerful yet easy-to-use enterprise Video Management platform that allows organizations in education, law enforcement, healthcare, commercial, and transportation the ability to deploy a customized and robust security surveillance system.</td>
</tr>
<tr>
<td>ViewZ</td>
<td>ViewZ is a reputable OEM manufacturer of Professional-Grade LCD and LED monitors. Each ViewZ monitor is designed and built with superior components and durable materials which stand up to the harsh environment of non-stop, around the clock in security, digital signage and pro video production applications.</td>
</tr>
<tr>
<td>Zenitel Group</td>
<td>Zenitel Group is the world leading provider of intelligent communication solutions, focused on IP Intercom, Video Intercom, and Telephony Communications. Zenitel ensures seamless interoperability with IPBX and VoIP systems around the world.</td>
</tr>
</tbody>
</table>
Design Center

• The application to request designs for both Midmarket and Enterprise solutions saves you a great deal of time initializing new or upgrade designs.
• This application is utilized for both perpetual, subscription and all Avaya Professional Services requests. No need to use multiple platforms thus saving you time and frustration.
• Every design is stored for historical reference, providing your company a record for trouble free retention if required.
• You will receive real-time notification of completed requests and updates, reducing communication gridlocks between engineers.
• 24/7 availability to partners, initiate or maintain designs on your own schedule.

Jenne Solutions Designer (JSD)

Jenne Solutions Designer is a multi-vendor online configuration tool that enables business partners to quickly design a solution into a real-world configuration. It seamlessly identifies complementary solutions, including pricing and availability, all in an environment that can be shared privately with your colleagues, customers and experts at Jenne.

Jenne Cloud Design Center

After a reseller hosts a consultative appointment or conference call with their customer, they can easily access Jenne's Cloud Design Center web portal and complete the answers to questions that will allow Jenne's cloud specialists to create a customized proposal for the best cloud solution for their customer's business and situation.

Web-Based Resources Available 24/7 at Jenne.com

Jenne's website is the place to access product information and transact business for over 180 manufacturers which we represent. We offer:
• A searchable online product catalog with secure online ordering capability 24/7. You can check pricing and stock status; build order templates for repeat orders; create online tracking information; access your account information; review past orders and more.
• Manufacturers’ microsites that contain current promotions, special announcements, documentation, end of sale notices, reward updates, fact sheets, product documentation, presentations, newsletters and more.
• Plus, we also offer timely email announcements on product revisions, new product introductions, price changes and other important information.

Financing

Jenne offers assistance and processing of a wide variety of financing options to assist you in successfully managing your business. Our team is dedicated to helping you find the right financing options for your business as well as assisting you in the entire process from start to finish. We work to ensure that our customers achieve the financial success they are striving for.

Financial services available:
• Proactive searches by relationship managers to find financing solutions beyond normal credit terms.
• Leasing programs to help improve cash flow while freeing up credit lines to increase sales and profitability.
• Floor plan/working capital programs with flexible payment terms to help ease cash flow demands.

Operational Support and Excellence

Jenne provides unparalleled operational support — we are experts in distribution! Your business benefits from:
• An industry-leading order accuracy rate — 99.98 percent — supported by a 99.89 percent on-time shipment rate, means that you receive the right product when and where you need it.
• Expedited ‘out of the box’ failure replacement support.
• Single point of shipment ensuring a cohesive order fill, immediate order turnaround and industry leading ‘ship complete’ performance.
• Custom branded delivery documents that enhance your identity. Cut days and cost out of your deliveries by utilizing Jenne's logistic capability to drop ship your customer’s order directly to them. We will include shipping documents with your branding and your customer’s purchase order number to ensure ease of receipt.