



Experiences That Matter

Your Value-Added Distributor for Communication Products & Solutions

Unified Communications and Collaboration • Networking and Infrastructure
Video Conferencing • Physical Security • Internet of Things (IoT) • Cloud Solutions



ABOUT JENNE, INC.

Jenne, Inc. is a leading U.S. based value-added distributor of technology products and solutions focusing on unified communications and collaboration, networking and infrastructure, video conferencing, physical security, the Internet of Things (IoT) and the Cloud, including equipment and software for the Enterprise and SMB markets. Founded in 1986, Jenne is committed to providing value added resellers, integrators and service providers with a broad product selection, competitive pricing, on-time accurate delivery, outstanding technical support plus ongoing sales and technical training through Jenne University.

UNIFIED COMMUNICATIONS & COLLABORATION

Enterprises of all sizes are looking for unified communications and collaboration solutions that improve efficiency and customer service, making them more competitive. Unified communications simplify the proliferation of technologies that businesses deal with every day. Jenne supports today's product needs in this area by offering the industry's most successful and advanced suppliers, such as Avaya.



NETWORKING AND INFRASTRUCTURE

As businesses continue to grow, business owners and managers expect more from their networks. Jenne offers networking and infrastructure that complement Avaya solutions. We also offer complete wireless solutions for SMB and Enterprise deployments.



VIDEO CONFERENCING

As the cost of travel continues to increase and people and businesses strive to reduce their impact on the environment, the need for alternative methods of communication is vital. Video conferencing allows users to be more productive, achieve a better work/life balance and reduce travel. Jenne offers a complete line of wired and wireless table-top and professionally installed audio conferencing solutions and devices from Avaya. Jenne also offers a complete line of SME and Enterprise-based high-definition video conferencing solutions from Avaya.



PHYSICAL SECURITY

Organizations of all sizes face numerous security challenges today: escalating risks, loss of life or goods, tighter budgets and staff reductions, large-scale operations spanning wide geographic areas, and the convergence of security and IT. Whether the need is for video surveillance, emergency response, mass notification, access control or monitoring multiple sites simultaneously, Jenne has numerous solutions from the top manufacturers such as Panasonic, Hanwha Techwin, Razberi Technologies, Video Insight, Comm-Core, Isonas, Altronix, ViewZ, and more.



INTERNET OF THINGS (IoT)

IoT technology extends internet connectivity to physical devices that traditionally are not internet enabled to provide more efficient solutions for business. Jenne offers IoT solutions for RFID, situational awareness, video surveillance and more.

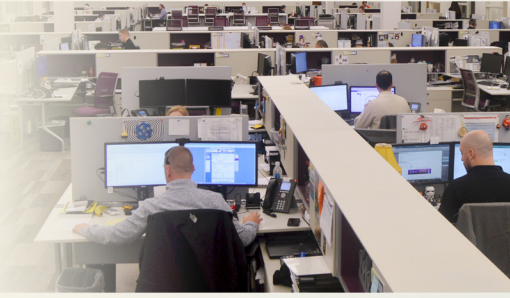
CLOUD SOLUTIONS

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. Jenne offers cloud solutions from Avaya, including Avaya OneCloud agent offer and Jenne's cloud offer, Powered by Avaya IX™.

ENGAGED SALES AND BUSINESS DEVELOPMENT TEAM

Jenne has a highly knowledgeable and professional sales and business development teams including:

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



AVAYA TEAM

Jenne provides our business partners with a dedicated Avaya team to help with all aspects of their business. Specific product managers support Enterprise, Midmarket, Video and Cloud. Additionally, onboarding specialists help a partner understand the Avaya product line from proposal to post sale. Additional expertise in Avaya maintenance, Professional Services and video pre-sales and post-sales support are available.

WORLD-CLASS TRAINING BY JENNE UNIVERSITY

Jenne University is the place where training and support converge. While other distributors outsource their training instructors and facilities, Jenne maintains its own brick and mortar training center where our customers can gain technical or sales expertise. Our state-of-the-art training facility incorporates fully equipped classrooms with a conference demo center.

We offer:

- An Avaya certification program encompassing Enterprise and Midmarket to ensure comprehensive capability.
- Official Pearson VUE® Testing Center, allowing students to leave Jenne University completely certified.
- Classrooms fully equipped with the latest equipment to provide a truly interactive hands-on experience.
- Customized training maps specific to your sales and technical competency to ensure the curriculum aligns with your business needs.
- Regional, reseller on-site and virtual training courses. Visit www.jenne.com for our upcoming schedule.
- Frequent webinars on the latest Avaya equipment and releases.



TECHNICAL & DESIGN SUPPORT

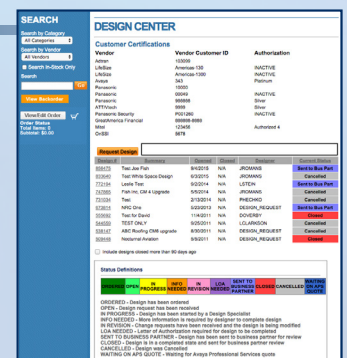
Our technical staff has over 200 years of combined experience. Our business partners further benefit from:

- An assigned 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 joint partner/end user support calls providing customer facing expertise and higher close ratios.
- Staging and Provisioning services that perform all preliminary configuration, licensing and upgrades.
- 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.

DESIGN CENTER

The Design Center tool enables business partners to seamlessly upload, view and maintain multi-network configurations for both simple and complex designs. The Design Center helps build complete Avaya Cloud and VoIP solutions based on customized product and pricing criteria. Design Center can help build your networking solutions too. Business partners benefit by:

- Ability to upload a RFP and our engineers assisting with the design.
- A streamlined design creation.
- Shortened selling cycles.
- Ensured accuracy and conformity of design requirements.
- Real time notification of completed phases.
- 24/7 update availability.



JENNE SOLUTIONS DESIGNER (JSD)

Jenne Solutions Designer (JSD), a multi-vendor online configuration tool available via Jenne's log-in website, enables partners to quickly design a solution into a functioning, deliverable solution. JSD seamlessly identifies complementary solutions, all in an environment that partners can share privately with their colleagues, customers and experts at Jenne.

Partners benefit from:

- A step-by-step tool to easily configure solutions.
- A real-time build of materials display.
- Integration into Avaya quotation tool for complete quote to order processing.

JENNE CLOUD SOLUTIONS DESIGNER

Jenne Cloud Solutions Designer allows business partners and agents to quickly respond to end-user customer requests for cloud quotes with the best vendor, infrastructure and pricing information. Simply host a consultative appointment, fill out the specifications on the portal and Jenne's experts will create a customized proposal to present to the end user.

WEB-BASED RESOURCES AVAILABLE 24/7 AT JENNE.COM

Jenne's web site 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.
- An Avaya microsite that contains current promotions, special announcements, documentation, end of sale notices, fact sheets, product documentation, presentations, newsletters and more.
- Timely email announcements on product revisions, new product introductions, price changes and other important information.
- Jenne® Lightning Licensing Delivery™ offers Partners 24 hour availability to order and automatically receive PLDS licenses for IP Office deployments.

SERVICE CONTRACT RENEWAL PORTAL

Jenne helps you manage product and service contracts, streamlining and managing what can be a difficult process. When a service contract is up for renewal within any solution purchased from Jenne, business partners are notified well in advance so they can capture what otherwise might be a lost revenue opportunity.

OPERATIONAL SUPPORT & EXCELLENCE

Jenne provides unparalleled operational support — we are experts in distribution! Your business benefits from:

- An industry-leading order fill rate — 99 percent plus — supported by a 99.98 percent order fill accuracy 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.
- Jenne Lightning License Delivery - automatic delivery of PLDS licenses via email, with significantly shorter turnaround times and 24 hour availability*

*Contact your Jenne Sales Representative for details

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 seeking.

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