

Your Cloud Services Brokerage & Value-Added Distributor

Unified Communications & Collaboration • Networking Infrastructure & Storage Solutions
• Physical Security • Internet of Things • Cloud Solutions • Video Conferencing
• Technical Support • Training • Marketing Support and Resources

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, Networking and Infrastructure, Physical Security, Video Conferencing and the Internet of Things (IoT).

Our “high touch, fast response” model allows our customers to be more successful more quickly. More than 180 major manufacturers partner with Jenne including Avaya, ADTRAN, Extreme Networks, Hanwha Techwin, Konftel, Lifesize, Mitel, Panasonic, Poly, RingCentral, Sangoma, Snom, Spectralink, Status Solutions, and Yealink.

UNIFIED COMMUNICATIONS & COLLABORATION

UC&C solutions simplify the proliferation of technologies that businesses deal with every day. UC&C integrates diverse communication tools such as Voice, Headsets, IP Instant Messaging, Presence, Web Conferencing, Audio Conferencing and Video Conferencing to work together in a virtually seamless manner. As your value-added UC&C distributor (VAD), Jenne supports today's product needs in this area by offering the industry's most successful and advanced suppliers, including Avaya, ADTRAN, Allworx, Lifesize, Mitel, Nextiva, Panasonic, Poly, Sangoma, Snom and Yealink.



NETWORKING INFRASTRUCTURE & STORAGE SOLUTIONS

Jenne is your value-added distributor (VAD) for complete networking infrastructure and storage solutions, including half-terabit stackable switches, routers and chassis, to complete wireless solutions, as well as the products needed for installation, from the industry's leading manufacturers, including ADTRAN, Cambium Networks, EnGenius, Extreme Networks, FatPipe Networks, NETGEAR, Ribbon Communications and more.



PHYSICAL SECURITY

Jenne is your value-added distributor for physical security product solutions, including video surveillance, emergency response, mass notification and alerting, and access control. We offer the industry's leading product solutions from Hanwha Techwin, Panasonic i-PRO Sensing Solutions, Altronix, Algo, Extreme Networks, Comm-Core, Isonas, Razberi, VideoInsight and ViewZ.



INTERNET OF THINGS (IoT)

The Internet of Things (IoT) is the network of devices that contain electronics, software, sensors, actuators, and connectivity which allows these things to connect, interact and exchange data. Jenne is your value-added distributor for the Internet of Things (IoT). We offer the industry's leading product solutions from Accutech, Razberi, Status Solutions and more.



CLOUD SOLUTIONS

Organizations are continuing to adopt Cloud solutions, including platform and applications services which have been replacing legacy hardware and software at a record pace. Jenne offers Cloud solutions from the channel's leading companies, including 8x8, Avaya, ADTRAN, Extreme Networks, FatPipe, Intermedia, Kerauno, Lifesize, LogMeIn, Nextiva, NexVortex, PanTerra, RingCentral, Sangoma, and more.



VIDEO CONFERENCING

Smart devices have truly opened the door to cloud-based video conferencing. Instead of physically entering a room outfitted with video conferencing software and hardware, anyone can log in to a video conferencing application and immediately connect with others—visually and aurally. Jenne is your value-added distributor (VAD) for complete video conferencing solutions, including the products needed for installation, from the industry's leading manufacturers, including Avaya, HuddlecamHD, Konftel, Lifesize, Logitech, Poly, PTZ Optics, Yealink and more.



ENGAGED SALES AND BUSINESS DEVELOPMENT TEAM

Jenne has a highly knowledgeable and professional sales team including:

- Territory Business Development Directors who work with resellers to contribute to their business plan development and execution helping them to be more successful.
- 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 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.



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 lab environment where our customers can gain technical or sales expertise. Our state-of-the-art training facility incorporates fully equipped classrooms and our virtual classroom environment is easy to access, fully equipped as well as learning conducive.



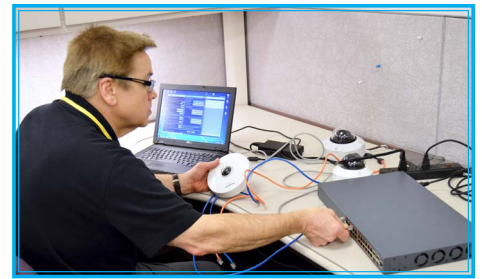
We offer:

- 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.

TECHNICAL AND DESIGN SUPPORT

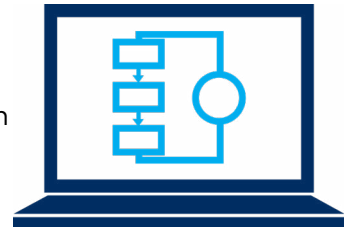
Our technical staff has over 200 years of combined experience. Our business partners further benefit from:

- 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.
- 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 stands behind our provisioning and staging service and offers a one year advance replacement on all staging equipment, control units, internal cards and modules.
- Jenne's Technical Services staff are available Monday through Friday, 8 a.m. to 8 p.m. ET at no cost. Full 24-hour support also is available at minimal cost.



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 among your colleagues, customers and experts at Jenne. Business partners benefit by:

- A shorter time needed to configure solutions.
- The ability to design the total end-to-end solution.
- Customized quotes, proposals and cover letters available in a user-friendly export.
- The ability to share the tool among your staff.
- Available for Avaya, Panasonic, Poly, and Spectralink product solutions.



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

Jenne's web site is the place to access product information and transact business for the 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.
- Jenne Marketing Pro, which provides marketing consultative services and support.
- Webinars on products and programs conducted live and then available on-demand 24/7.
- Plus, we also offer timely email announcements on product revisions, new product introductions, price changes and other important information.

SERVICE CONTRACT RENEWAL PORTAL

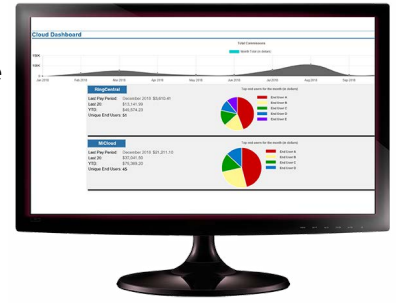
Jenne helps you manage product and service contracts, streamlining and managing what can be a difficult process. When a service contract is up for renewal within any solution purchased from Jenne, business partners are notified well in advance so they can capture what otherwise might be a lost revenue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



CLOUD COMMISSIONS DASHBOARD

Jenne's Cloud Commissions Dashboard is a valuable online resource that provides simplified commission reporting for Jenne partners. The dashboard works as an easy to understand quick reference for commission tracking and reporting directly from the Jenne website:

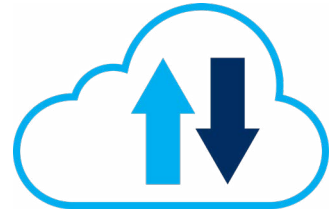
- Graphical timelines
- Pie charts
- Clickable links to access commissions—sorted by vendor
- Quick access to downloadable earning reports



The tool is a perfect complement for Jenne partners currently receiving the Jenne Cloud Commission Remittance email.

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.



INTEGRATION TOOLS

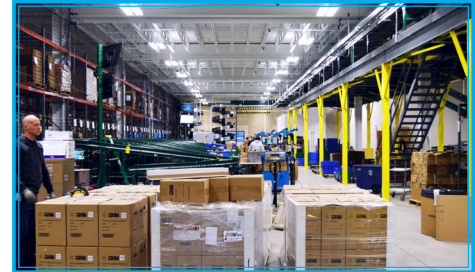
Jenne works to make the quoting, ordering and sales process as efficient as possible by integrating with many third-party tools and platforms, including ConnectWise, CNet, Quote Werks and TigerPaw.



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 insuring a cohesive order fill, immediate order turnaround and industry leading 'ship complete' performance.



CUSTOM BRANDED DELIVERY DOCUMENTS

Cut days and cost out of your deliveries by utilizing Jenne logistics to drop ship your customer's orders directly to them. Jenne will include shipping documents with your branding and your customer's purchase order number to ensure ease of receipt. You can count on the Jenne logistics team to get your order there on time...99.98% order accuracy and 99.8% on time delivery ratings!



FINANCING

Jenne offers assistance and processing of a wide variety of financing options to help 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.

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 line to increase sales and profitability.
- Floor plan/working capital programs with flexible payment terms to help ease cash flow demands.