2021 Jenne Line Card

Jenne Delivers Excellence IN TECHNOLOGY AND CLOUD SOLUTIONS
About Jenne, Inc.

Jenne, Inc. has grown and evolved to become one of the nation’s premier value-added Technology Solutions Distributors and Cloud Master Agents. In our more than 30 years in business, Jenne has focused on offering and supporting the channel’s leading product solutions in Unified Communications and Collaboration, Networking and Infrastructure, Physical Security, Video Conferencing and the Internet of Things, to thousands of customers from coast-to-coast. 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 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 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 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 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 lab environment where our customers can gain technical or sales expertise. Our state-of-the-art training labs are 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.

Audio/Video Conferencing Solutions

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.

**AVI** is a leader in the video conference and A/V furniture market. They provide excellent products and services at competitive prices.

**Artex** designs and manufactures video conferencing mobile stands and consoles with a new dimension to meet the demands of current technology.

**CAD Audio** is a developer of paging and radio microphones, stands and accessories for the professional, commercial and installation audio industries.

**Chief** offers mounting solutions designed to support a wide range of audio/video applications from corporate boardrooms and facilities to home theaters and offices.

**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.

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

**HuddleCamHD** is a U.S-based company that manufactures USB connected conference cameras and speakersphones. 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 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.

**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.

**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.

**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 enhances or enriches audio and video communication over the internet.

**Poly** (previously Polycom) and Polycom have come together as Poly. Poly is the global communications company that powers authentic human connection and collaboration. Face to face, they shift and sort millions of verbal and non-verbal cues to glean meaning. Poly’s mission is to find 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.

**Plantronics and Polycom** have come together as Poly. Poly is the global communications company that powers authentic human connection and collaboration. Face to face, they shift and sort millions of verbal and non-verbal cues to glean meaning. Poly’s mission is to find 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.

**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, HDM, USB 3.0 and IP Streaming.

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.

**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 functionality for meetings across the table or across the globe.**

**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.

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 endpoints products.
Unified Communications and Collaboration

Avaya is a leader in communications, creating intelligent communication experiences for customers and employees. They build open, converged and innovative solutions to enhance and simplify communication 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.

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AudioCodes designs, manufactures, and sells advanced Voice over IP and converged VoIP and data networking products, session border controllers (SBCs), media gateway, mobile VoIP clients, mobile and fixed voice, and converged applications, call reachability, voice integration, unified communications and collaboration services.

CallTower exists to enable people to easily connect to transact business communications. Since its inception in 2002, CallTower has become a leading provider of cloud-based, enterprise-class Unified Communications solutions for growing businesses worldwide. CallTower provides, integrates and supports industry-leading, cloud-based, Unified Communications and Collaboration solutions.

EnGenius is a leader in the global communications market with its Network Edge Orchestration platform that includes Intelligent Edge ESBCs and QuickConnect certification program, and the EnGenius QuickConnect Certified Agent Program. EnGenius products are designed to increase flexibility, productivity, and efficiency for businesses of all sizes in a variety of industries.

LogMeIn is simplifying how people interact with each other and the world around them to drive meaningful insight, deeper relationships and better outcomes for all. This has helped LogMeIn grow to become one of the world’s top 10 SaaS companies.

EnGenius DuraFon SIP is the first durable, long-range SIP cordless phone system. This multi-mode communications system delivers industry-leading range and durability while providing significantly lower CAPEX and OPEX compared to other SIP cordless phone solutions.

Mitel helps businesses and service providers connect, collaborate and provide innovative services to their customers. Their innovation and communications experts serve more than 70 million business users in more than 100 countries.

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RingCentral, Inc. (NYSE: RNG) 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 with intelligent 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.

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Unified Communications and Collaboration

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

TranssionONE protects small businesses from the world’s most sophisticated cyber threats. It is the industry’s first Artificial Threat Intelligence platform and 24/7 live Security Operations Center with fully integrated cyber liability coverage. TranssionONE uses monitoring around the clock to effectively protect your customers’ small business while they sleep.

Avaia 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. Avaia is committed to innovation, partnership and a relentless focus on what’s next in business communication technology.

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

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

Poly is the global communications company that powers authentic human connection and collaboration. Face to face, they bring new and non-verbal cues to life. Poly is finding new ways to inject these cues into audio and video communications 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.

Snom headsets are tested specifically for use with the Snom telephones, and they are designed for good wearing comfort.

Panasonic is a global leader in business communications, with over 30 years of experience manufacturing communications products and over 100 million phones produced to date.

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.

 Yealink provides a complete 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.

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

Intelligent cybersecurity platform and 24/7 live virtual Security Operations Center with fully integrated cyber liability coverage.

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 is a manufacturer of rack enclosures, mounting consoles, data cabling management products, audio and video studio furniture, power distribution products and related accessories.

FJC provides high-quality test and measurement solutions for a wide range of industries, including aerospace, defense, automotive, semiconductor, and research.

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

Yealink enterprise IP phones.

Yealink provides the best PoE-powered IP phones for both individual station or network systems.

Xtreme Power Conversion® designs, produces and delivers power quality and data center solutions with UPS and power distribution equipment that solves real-world customer problems while providing one of the best cost-to-performance ratios in the industry.
**Unified Communications and Collaboration**

UC ADD-ONS AND SOFTWARE APPLICATIONS

**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 service providers. Their extensive product range includes IP phones, session border controllers (SBCs), gateways, mobile VoIP clients, multi-service business routers (MSBRs), routing applications, call recording, voice dialing, and more.

**Belkin** 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.

**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.

**MultiTech** is a global manufacturer of award-winning external and embedded modems, and unified communications products that can be used by any business.

**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.

**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. Veloso markets 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 boast the range and reception of almost any call.

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**Stryis** 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.

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

**FatPipe** is the leader in long range wireless, making connections in far places simple. Their CBHOT long range switches are for hardware and software, as an extension of their core competencies to the IP based networks. FatPipe currently has 10 U.S. patents and more than 180 technology claims related to multipath, software-defined networking (SDN) and virtualization of broadband networks. FatPipe technology provides the world’s best intra-corporate wide area network solutions that transmit 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.

**Ribbon Communications** 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 high-speed fiber optic cables and switches.

**Ribbon Software** is a provider of enterprise, security, and public safety solutions, delivering high quality technology to its customers in the private and public business sectors.

**CorpTalka** is 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 and growth in this industry.

**AudioCodes’** mission is to provide proprietary and patentable, market-driven, high-quality audio capture and response technology. Their signature products include the Vericell™ series of analog microphones and accessories, the Digicall™ line of IP microphones, and a suite of audio analytics that provide threat detection. These microphones and analytics are also the lifeblood of several of AudioCodes’ products.

**Surecall** is an innovator and developer 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.

**PM Power Products** provides power management and survivability products, equipment cabinets, SIP devices including video door accent handset kit options.

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Acutech Security is a leading manufacturer of advanced electronic monitoring and security systems. Their specialized, security systems environments of all sizes. In 2006, they were named one of the top 20 manufacturers of physical security solutions in the world. Acutech Security has more than 4,500 commercial and government customers around the world. Their comprehensive line of physical security products includes video surveillance, access control, and alarm systems.

Algo is a trusted supplier and partner in telecommunications, with millions of IP endpoints, including PoE speakers, horns, paging microphones, and voice processors. They offer a wide range of products for the telecommunications industry, including VoIP, teleconferencing, and audio conferencing solutions.

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 (N CPI) solutions, designed for both home and corporate environments of all sizes. APC offers a wide range of products for the data center, including power protection, thermal management, and uninterruptible power supply (UPS) systems.

ATXON 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 BF video distribution products, structured wiring enclosures and modules, security cameras and high performance audio/video distribution systems.

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.

Com-CORP offers a wide range of products for the telecommunications industry, including VoIP, teleconferencing, and audio conferencing solutions.

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

Gan-Tronic is the world’s largest manufacturer of industrial voice products, including page sound masking, power supplies and door entry systems.

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

Hamachi Technologies, Inc. is a leading manufacturer of video security products, delivering 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 Hanwha Techwin’s line of security cameras.

IZON is the first access control company to design and manufacture a cutting-edge, IP-to-the-door solution that eliminates the need for a separate access system. IZON’s solutions provide complete IP access control, including card readers, biometric readers, and full IP video monitoring.

Jenne Solutions Designer (JSD) 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

Jenne Cloud Design Center is a web portal where Jenne customers can order their solutions online and view the status of their orders. The Jenne Cloud Design Center allows customers to order their solutions online and view the status of their orders. The Jenne Cloud Design Center is a web portal where Jenne customers can order their solutions online and view the status of their orders.

Jenne’s website is the place to access product information and transactional 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/wiring 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.

• Excellent technical support 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 logistics 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.