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 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.
AVAYA

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.

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

AVTEQ

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

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.

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

CHIEF

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

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

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 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.

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 the world 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 enables or enhances audio and video communication over the internet.

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.

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.

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 flexibility 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 panorganic collaboration solution of audio and video conferencing by merging its cloud services with a series of endpoints products.

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

Panasonic SIP Phones deliver worry-free operation, feature-rich interfaces and high performance. Panasonic has long-standing collaborative relationships with service providers — delivering seamless interoperability across the network.

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

CLOUD SOLUTIONS

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.

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.

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 businesses who are looking for voice quality, availability, and visibility. It is certified as interoperable with major PBX vendors.

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 organizations worldwide. CallTower provides, integrates and supports industry-leading, cloud-based, Unified Communications and Collaboration solutions.

CommCore has evolved from an office products supply store to a leading innovator behind IP-based, hosted solutions. Leveraging their strengths in VoIP telecommunications, CommCore 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. CommCore Surveillance offers 24/7 live video monitoring, two-way audio communication and over 25 business and analytical features.
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.

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

From the first telephone pole and open wire to the latest broadband technology, Ironton Telephone’s focus has remained the same: affordable, dependable service for its customers, a stable work environment for its employees and on-going support for the community. SIP trunking from Ironton Telephone is the simple, cost effective solution to cut costs and increase efficiency in every aspect of your business.

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 with a leadership position in every one of our markets.

Lifesize connects organizations with award-winning conferencing technology that covers web, audio and video conferencing. Lifesize offers this experience through a unique integration of plug-and-play HD camera systems and HD phones and easy-to-use cloud-based conferencing software.

A global market leader in business communications powering more than two billion business connections, 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.

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.

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 ESBs and QuickConnect certification program, and the EdgeView Service Control Center.

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 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.

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.

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

Vault America is a leading provider of cloud-based storage specializing in data backup, recovery, and archiving solutions. From small businesses to multinational enterprises and designed for channel partners, customers use Vault America’s cloud storage services to solve their data protection, retention and business continuity challenges.

UJE is the world’s first and only cloud contact center platform for smartphone era CX. By modernizing digital and in-app experiences, UJE unifies the enterprise brand experience across sales, marketing, and support, eliminating the frustration of channel switching between voice, digital, and self-service for consumers.

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

**Panasonic**
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.

**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.

**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.

**Resideo’s Genesis Series**
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**
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**
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.

**NVT Phybridge**
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.

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

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

**Tripp-Lite** is a leading provider of uninterrupted power supplies for telephones, computers and data communication devices 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.

**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.**

**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.
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.

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.

UC ADD-ONS AND SOFTWARE APPLICATIONS

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.

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

Mutare is an independent software developer driven by a passion to make information access easier. Mutare writes software solutions to unify communications specializing in messaging, mobile apps, self-service IVR and notification systems.

PICA Product Development, formerly 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.
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 Transmission 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 ESBs 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.

KTIT 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.
<table>
<thead>
<tr>
<th>Company</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accutech Security</td>
<td>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.</td>
</tr>
<tr>
<td>Advidia</td>
<td>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.</td>
</tr>
<tr>
<td>ALGO</td>
<td>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.</td>
</tr>
<tr>
<td>Altronix Corporation</td>
<td>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.</td>
</tr>
<tr>
<td>APC</td>
<td>APC is a manufacturer of network-critical physical infrastructure (NCPI) solutions, designed for both home and corporate environments of all sizes.</td>
</tr>
<tr>
<td>AXTON</td>
<td>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.</td>
</tr>
<tr>
<td>Cambium Networks</td>
<td>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.</td>
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<tr>
<td>Channel Vision</td>
<td>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.</td>
</tr>
<tr>
<td>Comm-Core</td>
<td>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.</td>
</tr>
<tr>
<td>Gai-Tronics</td>
<td>Gai-Tronics is a provider of industrial handset, emergency hands-free telephone equipment and outdoor beacons.</td>
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<tr>
<td>Hanwha</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>Immersion Vision</td>
<td>Immersion Enables is the open standard in delivering true 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>
</tr>
<tr>
<td>Louroe Electronics</td>
<td>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.</td>
</tr>
<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>
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<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 into an IP path with power.</td>
</tr>
<tr>
<td>Panasonic</td>
<td>Panasonic, the company that created the first security camera in 1957 and invented over a dozen industry standards, provides industry-leading solutions to capture, record, manage, and analyze surveillance video. They offer the industry's highest picture quality, mission-critical reliability and the industry's lowest total cost of ownership.</td>
</tr>
<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>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>
</tr>
<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>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 Solutions</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>
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<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</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.
For More Information, Contact Your Jenne Sales Representative Today
1-800-422-6191 • sales@jenne.com • www.jenne.com