## Unified Communications and Collaboration

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### Five-time Gartner Magic Quadrant leader, 8x8 (EGHT), is the World’s First Communications Cloud that easily and seamlessly connects employees, customers and applications to improve business performance for organizations anywhere in the world. The 8x8 Communications Cloud replaces costly and complex legacy products with a simple, integrated solution that combines unified communications, team collaboration, interoperability, contact center and analytics in a single, open and real-time platform to help companies improve productivity and overall customer experience.

### 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.

### 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.

### Apria Communications is a leading provider of cloud-based communication and networking services. Its solutions enable customers to reduce capital spending and operating costs, and enhance productivity and customer care.

### Avaya is a global leader in business communications systems. The company provides unified communications and contact centers, and related services directly and through its channel partners to leading businesses and organizations around the world.

### Citel is The VoIP Migration Company. They develop the world’s most comprehensive portfolio of network-edge products enabling enterprises to realize the cost and productivity benefits of IP telephony, while leveraging existing telecom and datacom investments.

### Digium, Inc. provides Asterisk® software, telephony hardware and Switchvox business phone systems that deliver enterprise-class unified communications. Digium is the creator, primary developer and sponsor of the Asterisk project, the world’s most widely used open source communications software, which turns an ordinary computer into a feature-rich communications server.

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

### 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.

### 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.

### Jive’s customers include high-growth businesses and public sector institutions needing a scalable platform that is more flexible and cost-effective than their existing legacy systems. Jive’s cloud architecture offers an integrated, seamless experience that provides rich context and creates more efficient connections between co-workers and clients. Jive’s cloud delivery model ensures that each organization always has the latest technology, features, and applications—making Jive the last phone system your customers will ever need.

### 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, we remain committed to delivering smart technology products and solutions for a wide variety of markets and applications.

### Lifesize connects organization 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.

### 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.

### Mitel has the industry’s broadest portfolio of business phone systems, collaboration, SIP phones, and contact center solutions that power more than 2 billion connections every day, including over 33 million daily cloud connections.

### Momentum Telecom, a leading hosted VoIP, broadband services and unified communications provider, offers smart, customizable cloud solutions to direct subscribers and more than 500 partners nationwide. Momentum Telecom delivers superior quality products backed by a geo-redundant network with industry-leading uptime and best-in-business 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.

### Panasonic offers customizable and scalable solutions for communications, collaboration, productivity and site security that are reliable, affordable and flexible, allowing its clients to be more responsive to their customers while staying better connected to remote and mobile colleagues with a brand name end users know and trust.

### PanTerra is the leading provider of Streams, its cloud-based fully managed and self-managed unified cloud IT service solution for mid-market enterprises (MME). Streams provides Unified Communications, Team Messaging, SmartBox File Sync & Share, and Business Analytics solutions delivered universally from an ultra-secure cloud to virtually any end device eliminating the requirement to deploy any custom on-premises hardware or software.

### Polycom is the global leader in open standards-based unified communications and collaboration (UC&C) solutions for voice and video collaboration, trusted by more than 415,000 customers around the world.

### 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.

### RingCentral delivers cloud business communications solutions that free people to work the way they want in today’s mobile, distributed and always-on work world.
Network Solutions

SIP Trunking

Data Networking and Storage Solutions
**Data Networking and Storage Solutions (continued)**

Edgewater Networks is a market leader in enabling IP-based voice, video and data services. Service providers and enterprises of all sizes use Edgewater Networks 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.

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.

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

InSpeed ensures that interactive applications including voice, video, messaging and enterprise productivity solutions, operate with high reliability and minimal management over existing network connections. Initially targeted at VoIP contact center, and video conferencing, InSpeed optimizes network traffic for Small and Medium-Sized Businesses (SMBs) so that garbled speech, annoying echoes, video artifacts and unresponsive applications are a thing of the past.

KTI Networks is a manufacturer of a broad range of network products which include network interface cards, transceivers, media converters and switches.

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.

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.

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.

**Voice Networks and VoIP Gateways**

ADTRAN’s ActivReach technology allows speeds of 10/100 Mbps native Ethernet over voice-grade copper and over extended distances.

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

Digium brings the cost savings of VoIP to legacy PBX with the powerful combination of a Digium IP Media Gateway and Digium SIP Trunking. The gateway acts as a bridge connecting the legacy system through a PRI interface to SIP trunks through existing internet connection.

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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.

**Audio and Video Conferencing Equipment**

Avaya Aura Conferencing brings audio, web, and video conferencing into a single platform that can be used as the foundation of a unified communications experience, or offered as an over the top conferencing solution.

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

American Music & Sound (AM&S) is a leading independent distributor of Pro Audio, Music Creation, and Musical Instrument products from the world’s finest manufacturers.

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

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.

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.

Huddlecami is a U.S.-based company that manufactures USB connected conference cameras and speakerphones. Offering both wireless and wired USB webcams, Huddlecami is most known for its affordable USB cameras with pan, tilt, and optical zoom capabilities.

ImmerVision Enables is the open standard in delivering total 360° advanced immersive functionality in live and playback mode. Combined with cameras and software from leading manufacturer partners, panomorph lenses provide users with a complete view of their installations without blind spots, increasing situational awareness and improving response time.

Konftel is a global provider of high-quality analog, wireless and IP-based audio conferencing phones. They are well known for their patented audio technology, OmniSound®.

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, we 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.

Plantronics offers one of the industry’s most complete families of corded and wireless products for unified communications. Plantronics’ headset audio solutions help companies extend the benefits of IP communications throughout the extended enterprise, fostering better communication regardless of where professionals are working.

Polycom is the global leader in open standards-based unified communications and collaboration (UC&C) solutions for voice and video collaboration, trusted by more than 415,000 customers around the world.

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.

Revolabs, Inc. manufactures Wireless Microphone Systems used throughout the world and across a wide range of applications including conferencing, recording, podcasting, webcasting, broadcasting, as well as many industries such as financial services, education, medical, legal and houses of worship. All of the Revolabs products facilitate natural mobility by allowing participants to move about a workspace with no wires to worry about.

Sennheiser is a provider of headsets and headset accessories for call center, consumer, wireless, mobile, USB, Bluetooth™ and VoIP.

VD0360 has developed the best-in-class camera to capture video, worked with Intel on the best-in-class computer, found the best-in-class microphone to capture audio and put together a great package to maximize value.

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

VTech is the #1 manufacturer of cordless phones in the world. VTech has translated its success in cordless telephony to create the ErisStation® Conference Phone with Wireless Mics and the ErisTerminal™ SIP phones.

Audio and Video Conferencing Equipment (continued)

Avaya is a global leader in business communications systems. The company provides unified communications, contact centers, and related services directly and through its channel partners to leading businesses and organizations around the world.

Citel is The VoIP Migration Company™. They develop the world’s most comprehensive portfolio of network-edge products enabling enterprises to realize the cost and productivity benefits of IP telephony, while leveraging existing telecom and datacom investments.

Digium’s family IP Phones for Asterisk are the first on the market built specifically for use with Asterisk and Asterisk-based systems. All models include HD audio and plug-and-play deployment at a price that fits any budget.

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.

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.

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.

Vtech is the #1 manufacturer of cordless phones in the world. VTech has translated its success in cordless telephony to create the ErisTerminal™ SIP phones.

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

- **ClearOne**
  - Logitech provides headsets for use on all operating systems and platforms.
- **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.
- **Plantronics**
  - Plantronics offers one of the industry’s most complete families of corded and wireless products for unified communications. Plantronics’ headset audio solutions help companies extend the benefits of IP communications throughout the extended enterprise, fostering better communication regardless of where professionals are working.
- **Sennheiser**
  - Sennheiser is a provider of headsets and headset accessories for call center, consumer, wireless, mobile, USB, Bluetooth™ and VoIP.
- **Vtech**
  - Vtech’s headset provides the freedom of private, hands-free landline and/or cellular conversations anywhere in your home or office. The headset gives the same interference-free, superior-quality voice, sound and range expected from a traditional DECT 6.0 cordless handset with added mobility.
- **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.

### Paging, Intercom, and Public Address Solutions

- **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.
- **Avaya**
  - Avaya is a global leader in business communications systems. The company provides unified communications, contact centers, and related services directly and through its channel partners to leading businesses and organizations around the world.
- **Bogen Communications, Inc.**
  - Bogen is a leading provider of sound systems and telephone peripherals for commercial, industrial and institutional settings including overhead paging, school intercom and signaling to large-scale concert music systems.
- **ChannelVision**
  - ChannelVision is a leading manufacturer of RF video distribution products, structured wiring enclosures and modules, security cameras and high performance audio/video distribution systems.
- **Cooper Notification**
  - Eaton’s “Cooper Notification” business offers a full line of mass notification solutions applicable but not limited to the retail, government, military, industrial and education sectors.
- **Gaitektronics**
  - Gaitektronics is a provider of industrial handset, emergency hands-free telephone equipment and outdoor beacons.
- **Spectrio**
  - Spectrio is one of the nation’s leading end to end technology-enabled audio and video marketing companies, providing professional content and managed services on a monthly subscription basis. Their solutions, consisting of On-Hold Messaging, Digital Signage and Overhead Music, enable their clients to engage, educate and entertain their customers, across all customer touch points.
- **Status Solutions**
  - Status Solutions provides situational awareness solutions with expertise in vertical markets such as senior housing, healthcare, education and government.
- **Valcom**
  - Valcom is a provider of page control interfaces, VoIP LAN/WAN connectivity, ceiling/wall speakers, paging horns, Privacy Spot sound masking, power supplies and door entry systems.
- **Viking**
  - Viking is a provider of telephone accessories, entry controllers and door boxes, apartment entry systems, elevator access and communication devices, industrial paging and telephone control devices.
- **Zenitel**
  - 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.

### Installation Supplies and Tools

- **3M**
  - 3M is a designer and developer of telecommunications connectivity and adhesive products for the electrical marketplace.
- **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 Corporation**
  - 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.
- **ChannelVision**
  - ChannelVision is a leading manufacturer of RF video distribution products, structured wiring enclosures and modules, security cameras and high performance audio/video distribution systems.
- **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.
- **Honeywell**
  - Honeywell’s Genesis Series provides a full range of cables for security, fire, sound, video, structured cabling, voice and data, and other low voltage applications.
- **Hubbell Premise Wiring**
  - Hubbell Premise Wiring is a global manufacturer of structured cabling systems, enclosures and accessories, providing intelligent infrastructure solutions.
- **HUBBELL**
  - 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.
Installation Supplies and Tools (continued)

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.

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.

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

NVT Phybridge is the leader in long reach PoE, making IP connections in far places simple. Their CHARiToT 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 is a leading designer and producer of in-building enclosures and antenna products for cabling, wireless voice and data network infrastructure products.

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.

Pentar, formerly Erico, services the communications market with cable support systems and faceplate brackets for Category 3 voice networks, as well as for high-speed Category 5e and 6 cabling infrastructures, components and accessories.

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.

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 datacom markets – from rack mount solutions to pair-by-pair block protectors.

Minuteman Power Technologies is a leading provider of uninterruptible power supplies for telephones, computers and data communication devices (UPS products are available from 325VA to 10KVA).

Tripp-Lite is a leading provider of uninterruptible 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.

Voice Management Add-ons

AdvateTel 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.

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.

Trissy 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.

Specialty Communication Products

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

Comm ETC is a supplier of ear cushions for telephone headsets.

Konexx is a leader in the field of telephony products with a line of digital voice recorders and telephone recording software packages designed to function with various platforms from analog to digital.
**Physical Security**

**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.

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 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.

**Situational Alerting and Monitoring**

**Accutech**’s specialized, RFID-enabled systems track the movement of people to provide immediate notification if an individual leaves a designated area. Their solutions are used across a variety of industries to support the overall security of facilities.

**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.

**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.

**Hanwha Technwin**’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.

**ImmerVision Enables** is the open standard in delivering total 360° advanced immersive functionality in live and playback mode. Combined with cameras and software from leading manufacturer partners, panomorph lenses provide users with a complete view of their installations without blind spots, increasing situational awareness and improving response time.

**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.

**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.

**Raytec** 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.

**Seneca** is the leading US manufacturer of computing technology for physical security and surveillance solutions. The Seneca security product line combines our IP expertise and solution partnerships with certified network video recorders, viewing stations, and storage platforms.

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

**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.

**Verint Video Intelligence Solutions** is one of the industry’s leading sources of networked video solutions for virtually every part of your video security operations.

**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.

**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.
Jenne, Inc., is a leading U.S. based value-added distributor of technology products and solutions focusing on unified communications and collaboration, data networking, video conferencing, physical security, the Internet of Things (IoT), and the cloud, including equipment and software for the Enterprise and SMB markets. Jenne is dedicated to tracking emerging technologies, and offering fresh solutions, new equipment and related applications. 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, Digium, Extreme Networks, Hanwha Techwin America, Konftel, Lifesize, Mitel, Panasonic, Plantronics, RingCentral, Spectralink, Status Solutions, VTech and Yealink.

Jenne is committed to providing value-added resellers, integrators and service providers with:

- A broad product selection representing more than 180 leading technology companies leading technology companies.
- Value-added web tools to enable resellers to be more effective and efficient, including design and configuration tools, job aids, service contract renewal and cloud solutions portals.
- Financing options including partnerships with leading financing and leasing companies.
- Marketing consultation and support, including turnkey campaigns available through Jenne Marketing Pro.
- Sales and technical training through Jenne University.

The Jenne Team is Available to Help You

- Jenne’s Business Development Team is 100% committed to assist with all of your needs, including product selection, programs, and special price requests.
- Jenne’s Inside Sales Team members are knowledgeable on our vendors’ complete line of products and are available to answer questions and to help place your order.
- Jenne’s Territory Business Development Directors introduce new technology and industry best practices that contribute to a partner’s business plan development and execution.
- Jenne’s Total One-Stop Sourcing provides Value Added Resellers (VARs) with a single source for all the products they need to be successful at the lowest total cost.

Operational Support

Jenne provides unparalleled operational support – we are experts in distribution!

- Same day shipping on orders placed before 7 p.m. EST.
- An industry-leading order fill rate – 99.98 percent.
- On-time shipments – 99.89 percent.
- Drop-shipping capability and custom branded delivery documents – cut days and cost out of your deliveries.