Jenne, Inc., is a leading U.S. based value-added distributor of technology products and solutions focusing on networking infrastructure and storage solutions, physical security, unified communications and collaboration, the Cloud, the Internet of Things (IoT), and video conferencing, 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.

**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 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.
### Unified Communications and Collaboration

<table>
<thead>
<tr>
<th>Company</th>
<th>Description</th>
</tr>
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<tbody>
<tr>
<td><strong>8x8</strong></td>
<td>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.</td>
</tr>
<tr>
<td><strong>AdvaTel</strong></td>
<td>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.</td>
</tr>
<tr>
<td><strong>Allworx</strong></td>
<td>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.</td>
</tr>
<tr>
<td><strong>CallTower</strong></td>
<td>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.</td>
</tr>
<tr>
<td><strong>Avaya</strong></td>
<td>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.</td>
</tr>
<tr>
<td><strong>Digium</strong></td>
<td>Sangoma Technologies is the world’s largest provider of open source communications solutions and is a trusted leader in value-based Unified Communications (UC) and UC as a Service (UCaaS) solutions for SMBs, enterprises, OEMs, carriers, and service providers. Sangoma is the primary developer and sponsor of the Asterisk project, the world’s most widely used open source communications software, and the FreePBX project, the world’s most widely used open source PBX software. Sangoma’s Voice over IP offerings include on-premises and cloud-based phone systems, SIP Trunking services, and telephony hardware. Sangoma’s products and services are used in leading PBX, IVR, contact center, carrier networks, and data communication applications worldwide.</td>
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<tr>
<td><strong>Edge</strong></td>
<td>Edge provides services for complex implementation of Unified Communications, Contact Center, and networking solutions.</td>
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<tr>
<td><strong>EnGenius</strong></td>
<td>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.</td>
</tr>
<tr>
<td><strong>HuddleCamHD</strong></td>
<td>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.</td>
</tr>
<tr>
<td><strong>Jive</strong></td>
<td>Jive Communications is a leading and trusted provider of innovative cloud-based phone systems and unified communications (UC) solutions. Recently acquired by LogMeIn, Jive Communications continues to deliver reliable and enterprise-grade solutions to make business communication easy and accessible. Headquartered in Utah, Jive Communications specializes in contact center, hosted VoIP, video conferencing solution, mobile applications, unified communications, and more.</td>
</tr>
<tr>
<td><strong>Kramer</strong></td>
<td>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.</td>
</tr>
<tr>
<td><strong>Lifesize</strong></td>
<td>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.</td>
</tr>
<tr>
<td><strong>Logitech</strong></td>
<td>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.</td>
</tr>
<tr>
<td><strong>Mitel</strong></td>
<td>A global 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.</td>
</tr>
<tr>
<td><strong>Momentum Telecom</strong></td>
<td>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.</td>
</tr>
<tr>
<td><strong>Nextiva</strong></td>
<td>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.</td>
</tr>
</tbody>
</table>
Unified Communications and Collaboration (continued)

**Panasonic**
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**
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.

**Poly**
Polytechnics and Polycom have come together as 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.

**PTZOptics**
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**
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.

**Snom**
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.

**VDO360**
VDO360 has developed a 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.

**Vidyo**
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.

**Vtech**
VTECH provides a full portfolio of strong brands and a diverse collection of telecommunications products that elevate the business customer and hotel guest experience through state-of-the-art technology. They are sold through a wide network of trusted partners and are backed by industry-leading warranties and U.S.-based training and support. The company has recently added an award-winning collection of SIP phone systems, featuring compatibility with hosted and open-source PBX platforms.

**Yealink**
Yealink is a global leading unified communication (UC) terminal solution provider that primarily offers video conferencing systems and voice communication solutions. Founded in 2001, Yealink leverages its independent research and development and innovation to pursue its core mission: “Easy collaboration, high productivity.” The company’s high-quality UC terminal solutions enhance the work efficiency and competitive advantages of its customers in over 100 countries. Yealink is the world’s second-largest SIP phone provider and is number one in the China market.

Internet of Things

**Accutech Security**
Accutech Security is 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.

**MultiTech**
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.

**PTZOptics**
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. All offer low total cost of ownership, enterprise-class performance, and innovative automation with centralized monitoring and management. Razberi CameraDefense™ software automates cybersecurity protections with camera hardening and cyber threat monitoring. Razberi Monitor™ health monitoring alerts security professionals to issues 24x7. Razberi appliances are compatible with top video management systems (VMS) and any network camera.

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

Nextiva’s SIP Trunking allows phone calls from the current phone system without costly equipment investments. Missed calls never happen and disaster recovery is covered.

Momentum Telecom’s SIP Trunking can help extend the life and utility of a telephone switch by facilitating the connection of remote offices to a PBX, creating virtual call centers, setting up disaster recovery and unleashing the latest collaborative capabilities that are essential to staying competitive in today’s challenging business environment.

NexVortex’s SIP Trunking enables businesses with high-quality voice service and includes features such as scalability-on-demand, multi-location deployment, local E911, and auto-detecting disaster recovery.

Jive SIP Trunks offer advanced features and an intelligent, carrier-grade IP network. Jive SIP Trunks are flexible enough to fit any requirements and budget.

Networking Infrastructure and Storage Solutions

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.

Altronix Corporation designs and manufactures high quality low voltage electronics for the video surveillance, security, fire, access control and automation markets.

BEI Networks is excellence in network assessment, network installation, network upgrade, on-site WiFi survey, WiFi installation, WiFi post-installation survey, post installation training and knowledge transfer, and network stress-testing.

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 Transportation 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.

Edgewater Networks, now a part of Ribbon Communications, 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.
### Networking Infrastructure and Storage Solutions (continued)

- **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** 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.

- **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.

- **KTI 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.

- **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.

- **Sangoma Technologies** is the world’s largest provider of open source communications solutions and is a trusted leader in value-based Unified Communications (UC) and UC as a Service (UCaaS) solutions for SMBs, enterprises, OEMs, carriers, and service providers. Sangoma is the primary developer and sponsor of the Asterisk project, the world’s most widely used open source communications software, and the FreePBX project, the world’s most widely used open source PBX software. Sangoma’s Voice over IP offerings include on-premises and cloud-based phone systems, SIP trunking services, and telephony hardware. Sangoma’s products and services are used in leading PBX, IVR, contact center, carrier networks, and data communication applications worldwide.

- **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.

- **Edgewater Networks**, now a part of Ribbon Communications, 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.

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Voice Networks and VoIP Gateways (continued)

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.

Audio and Video Conferencing Equipment

Avaya® provides messaging, voice, video, conferencing and team collaboration, all in one application. Equinox provides a powerful tool for teams to collaborate effectively on any device and from any location.

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.

Heckler is a Made-in-the USA product design company that creates beautifully simple, commercial-grade products for design conscious consumers and businesses. Jenne will distribute Heckler Design’s meeting room consoles, AV carts, and AV cart accessories.

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.

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.

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 a worldwide leader in digital—ensuring customer satisfaction through innovative products and superior service.

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 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.

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.

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

VDO360 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.

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

**Cetis**
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.

**Sangoma Technologies**
Sangoma Technologies is the world’s largest provider of open source communications solutions and is a trusted leader in value-based Unified Communications (UC) and UC as a Service (UCaaS) solutions for SMBs, enterprises, OEMs, carriers, and service providers. Sangoma is the primary developer and sponsor of the Asterisk project, the world’s most widely used open source communications software, and the FreePBX project, the world’s most widely used open source PBX software. Sangoma’s Voice over IP offerings include on-premises and cloud-based phone systems, SIP trunking services, and telephony hardware. Sangoma’s products and services are used in leading PBX, IVR, contact center, carrier networks, and data communication applications worldwide.

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

**Panasonic**
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.

**Poly**
Polycom and Poly have come together as 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.

**TeleMatrix**
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.

**Vtech**
Vtech is the #1 manufacturer of cordless phones in the world. Vtech has translated its success in cordless telephony to create the EriStation® Conference Phone with Wireless Mics and the EriTerminal™ SIP phones.

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

**Logitech**
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.
Headset Solutions (continued)

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

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’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 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 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.

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.

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.

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.

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

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

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 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.

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 is a designer and developer of telecommunications connectivity and adhesive products for the electrical marketplace.

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 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 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.

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.

Fluke Networks is a provider of Category 5e and 6 test equipment, telephone DSL/ISDN test equipment and telecom tools.

Garvin is a manufacturer of quality electrical, datacom and telecom hardware.

Greenlee is a provider of quality tools to the electrical industries.
### Installation Supplies and Tools (continued)

<table>
<thead>
<tr>
<th>Company</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hitachi</td>
<td>Hitachi Cable Manchester, Inc. is a manufacturer of copper premise cable, fiber optic cable, electronic round cable, electronic ribbon cable and custom cable.</td>
</tr>
<tr>
<td>Honeywell</td>
<td>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.</td>
</tr>
<tr>
<td>Hubbell</td>
<td>Hubbell Premise Wiring is a global manufacturer of structured cabling systems, enclosures and accessories, providing intelligent infrastructure solutions.</td>
</tr>
<tr>
<td>ICC</td>
<td>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.</td>
</tr>
<tr>
<td>Ideal</td>
<td>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.</td>
</tr>
<tr>
<td>Middle Atlantic</td>
<td>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.</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>
</tr>
<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>NET Source</td>
<td>NET Source provides best-of-breed IT infrastructure solutions, services and security to small, medium and large enterprises alike.</td>
</tr>
<tr>
<td>Oberon</td>
<td>Oberon is a leading designer and producer of in-building enclosures and antenna products for cabling, wireless voice and data network infrastructure products.</td>
</tr>
<tr>
<td>Optex</td>
<td>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.</td>
</tr>
<tr>
<td>Pentair</td>
<td>Pentair, 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.</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>Suttle</td>
<td>Suttle is a leading manufacturer of communication connectivity products to major service providers and installers.</td>
</tr>
</tbody>
</table>

### Power Protection/UPS

<table>
<thead>
<tr>
<th>Company</th>
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</tr>
</thead>
<tbody>
<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>DITEK Corporation</td>
<td>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.</td>
</tr>
<tr>
<td>ITW Linx</td>
<td>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.</td>
</tr>
<tr>
<td>Minuteman Power Technologies</td>
<td>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).</td>
</tr>
<tr>
<td>Tripp-Lite</td>
<td>Tripp-Lite is a leading provider of uninterrupted power supplies for telephones, computers and data communication devices for both individual station or network systems.</td>
</tr>
<tr>
<td>Xtreme Power Conversion</td>
<td>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.</td>
</tr>
</tbody>
</table>

### UC Add-ons and Software Applications

<table>
<thead>
<tr>
<th>Company</th>
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</tr>
</thead>
<tbody>
<tr>
<td>AdvaTel</td>
<td>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.</td>
</tr>
<tr>
<td>CI</td>
<td>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.</td>
</tr>
</tbody>
</table>
## UC Add-ons and Software Applications (continued)

**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.

**IntelliTouch** is a 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.

### Specialty Communication Products

**Belkin** is an award-winning manufacturer for networking solutions, accessories for iPods, and the first Cable-Free USB Hub, PureAV cables, power, and digital wireless accessories.

**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.

**Clarity** is a leading supplier of amplified telephones, notification systems, assistive listening devices and other communications devices for the hard-of-hearing and deaf communities.

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

**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.

**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.

**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.

**PanaLog** is the developer of a call management/cost accounting software program that connects to Panasonic Telephone Systems through your computer.

**PM Power Products** provides unique and innovative products that enhance dealer’s and integrator’s ability to increase sales opportunities and assist with project implementation. 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.

**Spectrum** is a developer of Contact Center/Call Center interactive wall boards and desktop call center messaging solutions.

**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.

**Uniden** is a manufacturer of wireless consumer electronic products including cordless telephones and business telecommunications systems.

**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.
Physical Security

Accutech Security is 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.

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.

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 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 (NCPI) solutions, designed for both home and corporate environments of all sizes.

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.

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 RF 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. The result has been a hosted video surveillance solution that is leaner, higher quality and costs less to operate than competing products. Comm-Core Surveillance offers 24/7 live video monitoring, two-way audio communication and over 25 business and analytical features. With Comm-Core’s innovations in cloud technologies, coupled with their exceptional service, they are literally changing the face of video surveillance.

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.

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

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.

Hitachi Cable Manchester, Inc. is a manufacturer of copper premise cable, fiber optic cable, electronic round cable, electronic ribbon cable and custom cable.

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.

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.

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.

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).

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.

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.
Physical Security (continued)

**Physical Security (continued)**

**ViewZ**
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.

**Panasonic**
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**
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.

**Westinghouse**
Westinghouse is an industry-leading security electronics manufacturer that develops the latest technology products and ensures the highest standards of quality and reliability. The innovative RTS series of access control locks present optimal security solutions delivering exceptional flexibility and multi-modal PIN code, biometric fingerprint and mechanical key access. Their products are made in the USA.

**Valcom**
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**
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.

**VideoInsight**
VideoInsight, a Panasonic company, is a leading developer of enterprise-class video management software (VMS) that is used by over 25,000 customers. Its easy and cost-effective enterprise VMS supports over 3,000 cameras and integrates with the top access control solutions on the market.

**ViewZ**
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.

**Viking**
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.

**Westinghouse**
Westinghouse is an industry-leading security electronics manufacturer that develops the latest technology products and ensures the highest standards of quality and reliability. The innovative RTS series of access control locks present optimal security solutions delivering exceptional flexibility and multi-modal PIN code, biometric fingerprint and mechanical key access. Their products are made in the USA.

**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.

Situational Alerting and Monitoring

**Accutech Security**
Accutech Security is 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.

**Eaton**
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.

**Mitel**
Mitel Mass Notification is an award-winning intelligent customer and employee notification solution that enables faster delivery and acknowledgment of vital information across a wide range of channels and devices to key stakeholders and targeted groups.

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