



Jenne is your Value-Added Distributor for Avaya

Jenne is a national Value-Added Distributor (VAD) of business telephony, data networking, video and visual communication and security technology products. The company is headquartered near Cleveland, Ohio and has been in business since 1986. We are experts in Avaya products and solutions.

The Jenne Team is Available to Help You

- Dedicated on-boarding and enablement team
- Jenne University offering Avaya technical certification training and testing and other user-focused training classes
- Configuration and design assistance, including pre- and post-sales support
- Implementation and installation services nationwide, including on-site and remote installation services
- Same-day shipping from Jenne's on-hand, in-stock inventory
- Service contract and maintenance management and renewal portal
- Jenne® Marketing Pro™, a turn-key, online marketing portal for Jenne reseller customers designed to help execute professional marketing campaigns and generate leads

Looking for more information on Jenne and our value-added services? This packet will give you all the information you need to make an informed distribution decision.

- Jenne is your **Value-Added Distributor for Avaya Scopia®**
- Jenne is your **Value-Added Distributor for Networking**
- Jenne is your **Value-Added Distributor for Mid-Market**
- **Jenne Avaya line card**
- **Jenne Marketing Pro** introduction

ava-3457-0215





Jenne® is your Value Added Distributor for Avaya Scopia® Video Conferencing

Jenne is your Value Added Distributor (VAD) of IP telephony, data networking, video and visual communication and security technology products. The company is headquartered near Cleveland, Ohio and has been in business since 1986. We are experts in Avaya Scopia® Video Conferencing Solutions.

The Jenne Team is Available to Help You

- Dedicated on-boarding and enablement team.
- Jenne University offering Avaya Scopia® technical certification training and testing and other user focused training classes.
- Configuration and design assistance, including pre- and post-sales and technical support.
- Implementation and installation services nationwide, including on-site and remote installation services.
- Same-day shipping from Jenne's on-hand, in-stock inventory.
- Service contract, maintenance management and renewal portal.

Avaya Scopia® Video Conferencing

The Avaya Scopia® product portfolio is a powerful combination of hardware and software products that is fully standards-based and offers the highest performance available in today's video conferencing solutions. Interoperability and interconnectivity is provided between any video-enabled devices, such as a telepresence system, conference room, desktop or mobile video system, with other telephony and unified communication solutions. Avaya Scopia solutions are used by institutions, enterprises, and service providers to create high quality, easy-to-use voice, video and data collaboration environments, regardless of the communication network.



Jenne University – Delivering Avaya Scopia® Solutions for Video Communications

Jenne University is the place where training and support converge. While other distributors outsource their training instructors and facilities, Jenne maintains its own brick and mortar training center where our customers can gain technical or sales expertise. Our state-of-the-art training facility incorporates fully equipped classrooms with the most up-to-date equipment.

Jenne offers the Avaya Scopia® Solution for Video Communications course solution designed for System Engineers and IT Managers to help them to fully understand the features, benefits and overall operation of the Avaya Scopia solution. The course is for Avaya business partners and employees with installation and implementation responsibilities. Upon completion of this course, students will sit for the certification testing on-site, as Jenne University is an accredited Pearson VUE Testing center. Jenne University is also consistently recognized by Avaya's Learning Partner Recognition Program, capturing the "Highest Student Satisfaction" award and the "Highest Response Rate" award. Visit www.jenne.com for the current Jenne University class schedule.



Tier 1 and Tier 2 Avaya Scopia Jenne Technical Support

Jenne's Technical Support team provides Tier 1 and Tier 2 support for Avaya Scopia partners who are not co-delivery certified. Tier 1 and Tier 2 support is offered as a block of hours. The block is not tied to any specific product or installation and may be used on any Avaya Scopia product purchased through Jenne. Support includes:

- Direct access to Jenne Tier 1 and Tier 2 technical support team consisting of five (5) Avaya Scopia certified technicians.
- Support hours of Monday through Friday, 8 a.m. to 6:30 p.m. EST.
- Escalation to Tier 3 and Tier 4: Product(s) must be under a current maintenance plan and serial number will be required for verification.

Operational Support and Excellence

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.

Jenne Solutions Designer for Avaya Scopia®

Jenne Solutions Designer is a multi-vendor online configuration tool that enables business partners to quickly design a solution into a real-world configuration. It seamlessly identifies complementary solutions, including pricing and availability, all in an environment that can be shared privately among your colleagues, customers and experts at Jenne. Jenne Avaya Business Partners benefit from:

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

Service Contract Portal Renewal

Jenne's Service Contract Renewal portal helps you manage product and service contracts, including those for Avaya Scopia[®], streamlining and managing what can be a difficult process. When a service contract is up for renewal within any Avaya Scopia[®] video solution purchased from Jenne, resellers are notified well in advance so they can capture what otherwise might be a lost revenue opportunity.

- 90, 60, 30 day reminders of service contract expirations.
- Captures proactive revenue opportunities.
- Easy to deploy.
- Easy to maintain.

Avaya Scopia[®] Solution Products

Avaya Scopia[®] XT Telepresence Platform

Creates a lifelike, immersive experience replicating the feeling of meeting in-person. Avaya Scopia is customizable to the unique requirements of rooms and customer needs.



AvayaScopia[®] XT Room Systems



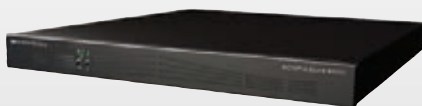
The XT5000 is the flagship product in the AvayaScopia series of room systems. The only system on the market to incorporate dual 1080p/60fps live video and content, HD audio, simultaneous H.264 High Profile and Scalable Video Coding (SVC) and multi-party calling. **The XT4200** offers outstanding value and is a cost-effective HD video communications system specifically designed for the needs of smaller and mid-sized conference rooms. **The XT1200** supports two simultaneous streams of HD video at 1080p/30fps.

Avaya Scopia[®] XT Executive 240

Features an executive desktop video conferencing system with an optional embedded MCU. It is the industry's only desktop system to offer 1080p/60fps along with simultaneous H.264 Scalable Video Coding and H.264 High Profile.



Avaya Scopia[®] Elite 5000 and 6000 Series MCUs



This platform for HD multi-party conferencing features dual 1080p/60fps video channels and simultaneous H.264 High Profile and SVC to deliver uncompromised multi-party collaboration. Hybrid software and hardware architecture with powerful accelerator components helps enable unmatched density.

Avaya Scopia[®] XT Meeting Center

A premium HD room system integrating single or dual 55-inch 1080p in a specially designed cart for turn-key implementation. This system is easy to use and its modern design complements any conference room.



Avaya Scopia[®] Pathfinder Firewall Traversal



A complete firewall and NAT traversal solution enabling secure connectivity between enterprise networks and remote sites. Avaya Scopia Pathfinder maintains the security and advantages of a firewall and NAT over multivendor video networks. It allows seamless integration with existing video endpoints and infrastructure.

Avaya Scopia® Solution Products continued...



Avaya Scopia® Control

An Apple iPad Application used to control Scopia video conferencing room systems. Its highly intuitive user interface virtually eliminates the learning curve for using a video conferencing system.

Avaya Scopia® Video Gateway for Microsoft® Lync™

Connects the H.323 video communication system to the Lync 2010 and 2013 allowing any Lync user to connect any standards-based video conferencing system and any infrastructure appliance.



Avaya Scopia® Mobile

BYOD (Bring Your Own Device) is becoming more and more prevalent in the businessworld and Scopia Mobile is the ultimate enterprise-grade mobile video application. Scopia Mobile is the most feature-rich, standards based standards-based mobile video application to enable HD video conferencing and H.239 data collaboration with nearly two million installed standards-based video conferencing and telepresence systems worldwide.

Avaya Scopia® Desktop

A simple web browser plug-in that is centrally managed and deployed without complex licensing fees or installation issues. Simply click on a link and in moments you are ready to go. Include tele-workers in meetings, participate in video conferences from the road, collaborate with partners and suppliers and seamlessly connect through firewalls.

Video Collaboration Solution for IP Office

Avaya's Scopia Video product line and expertise integrated with Avaya's open Aura® and IP Office architecture will bridge existing H.323 communications networks and SIP-based environments, delivering scalability that is intuitive and easy to operate.



Jenne[®] is your Value Added Distributor for Networking Solutions

Jenne is your Value Added Distributor (VAD) of IP Telephony, data networking, video and visual communications and security technology products. The company is headquartered near Cleveland, Ohio and has been in business since 1986. We are experts in Networking Solutions from Avaya.

The Jenne Team is Available to Help You

- Dedicated on-boarding and enablement team.
- Jenne University offering Avaya certification training and testing and other user focused training classes.
- Configuration and design assistance, including pre- and post-sales and technical support.
- Implementation and installation services nationwide, including on-site and remote installation services.
- Same-day shipping from Jenne's on-hand, in-stock inventory.
- Service contract and maintenance management and renewal portal.

Avaya Networking Solutions

Avaya's fully integrated Networking solutions unify technology, resources and management to bring end-users converged networking solutions. Avaya's complete product line enables you to sell to a wide range of business – from SMB through Data centers – and Avaya's enterprise product depth dominates the competition. Avaya networks are streamlined to better utilize and manage networking resources, and to deliver mission-critical reliability, performance, and security with superior return on investment. No wonder more customers are choosing Avaya Networking.



Jenne University

Jenne University is the place where training and support converge. While other distributors outsource their training instructors and facilities, Jenne maintains its own brick and mortar training center where our customers can gain technical or sales expertise. Our state-of-the-art training facility incorporates fully equipped classrooms with the most up-to-date equipment.

Upon completion of a course, students will sit for the certification testing on-site, as Jenne University is an accredited Pearson VUE Testing center. Jenne University also is consistently recognized by Avaya's Learning Partner Recognition Program, capturing the "Highest Student Satisfaction" award and the "Highest Response Rate" award. Visit www.jenne.com for the current class schedule.



Jenne Technical and Design Support

Our technical staff has over 250 years of combined experience that gives our business partners the benefits of:

- An assigned mentor who provides full design support while assisting your engineering team in developing increased capabilities and insuring uninterrupted design quality.
- Quick and easy design team accessibility and engagement, including joint partner/end user support calls which provide customer facing expertise and higher closing ratios.
- A Staging and Provisioning Service that performs all preliminary configuration, licensing and upgrades enabling you to rapidly install systems on your customer's network or a stand-alone unit. Jenne stands behind out staging and provisioning service and offers a one year advance replacement on all staging equipment, control units, internal cards and modules.
- Jenne's Technical Service staff is available Monday through Friday 8 am EST to 8 pm EST at no cost. Full 24-hour support is available for a minimal cost.

Design Center

The Design Center tool enables partners to seamlessly upload, view and maintain multi-network configurations for both simple and complex designs. The Design Center helps build a complete VoIP solution based on customized product and pricing criteria. Jenne Avaya Business Partners will benefit from:

- A streamlined design creation.
- Shortened selling cycles.
- Ensured accuracy and conformity of design requirements.
- Real time notification of completed phases.
- 24/7 update availability.

Jenne Solutions Designer (JSD)

Jenne Solutions Designer is a multi-vendor online configuration tool that enables business partners to quickly design a solution into a real-world configuration. It seamlessly identifies complementary solutions, including pricing and availability, all in an environment that can be shared privately among your colleagues, customers and experts at Jenne. Jenne Avaya Business Partners benefit from:

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

Service Contract Portal Renewal

Jenne's Service Contract Renewal portal helps you manage product and service contracts, including those for Avaya Networking solutions, streamlining and managing what can be a difficult process. When a service contract is up for renewal within any Avaya Networking solution purchased from Jenne, resellers are notified well in advance so they can capture what otherwise might be a lost revenue opportunity.

- 90, 60, 30 day reminders of service contract expirations.
- Captures proactive revenue opportunities.
- Easy to deploy and maintain.

Operational Support and Excellence

We are distribution experts and deliver unparalleled operational support. Our logistics specialist is certified in production and inventory management by the Association of Operations Management through its APICS (Advancing Productivity, Innovation and Competitive Success) program. Jenne Avaya partners benefit from:

- Same-day shipping on orders placed before 7 pm EST.
- An industry-leading order fill rate of 99.98 percent.
- On-time shipments: 99.89 percent.

Avaya Networking Products

Ethernet Routing Switch 3500 Series

Suitable for SMEs requiring converged services within single or multiple sites (100 users or less) and mid-to-large companies desiring connectivity within a remote office. This series is comprised of six Ethernet switching products, including 24-port 10/100BASE-TX model variants and 10- and 24-port 10/100/1000BaseT model variants. The ERS 3500 uses true plug and play functionality with its PoE switches, support all IP phones associated with Avaya IP Office and requires little to no local IT staff to monitor. As soon as the IP phone is added to the switch, the phone is automatically configured and recognized. This allows employees to move phones without assistance, make changes and introduce additional phones to the ERS 3500.

Ethernet Routing Switch 4500 Series

This range of Fast and Gigabit Ethernet switches offers excellent performance with high energy efficiency. The 4500 Series is designed for mainstream enterprises looking to evolve their Unified Communications capabilities. It features IP routing, QoS, convergence and security, as well as reliability and resilient stacking.



Ethernet Routing Switch 4800 Series

The ERS 4800 Series provides high bandwidth, resilient stackable capabilities, high performance Layer 2 switches and Layer 3 routing, advanced convergence and features a full suite of security, QoS and management proficiencies. Positioned for customers looking for Gigabit to desktop, PoE+ as well as Avaya Fabric Connect technologies, the ERS 4800 is the next-generation stacking solution.

Ethernet Routing Switch 5000 Series

This versatile family of stackable Ethernet switches offers high performance and a range of feature that include advanced routing, QoS, convergence, security and support for Switch Clustering in small networks. The ERS 5000 is the only product to pass the Terabit barrier for stacking capabilities.



Avaya Networking Products continued...

Ethernet Routing Switch 8000 Series

Available in a wide range of models, the ERS 8000 is designed to deliver always-on networking and high-density Ethernet connectivity. It is typically deployed in switch clusters for true end-to-end reliability and is a key component in the Avaya Fabric Connect, supporting campus cores and data center clusters.



Virtual Services Platform 7000 Series

Designed to preserve existing network investments, this Series has a flexible architecture that includes uplink connections that can be upgraded without replacing the base unit. The VSP 7000 provides versatility with a media-dependent adapter slot and high-speed fabrics interconnect sockets.



Virtual Services Platform 9000 Series

The VSP 9000 Series is designed for next-generation data centers and large campus core applications. It delivers industry-leading performance with the scalability of ten I/O module slots in a compact 14 RU form-factor. Reduced management complexity and simplified helps lower cost of this ultra-reliable system.



Wireless LAN 8100 Series

Operational efficiency and workforce productivity are the hallmark of this 802.11n Enterprise wireless LAN solution. It lowers TCO through a simplified network infrastructure and is optimized to support real-time application of voice, UC and video. The wireless LAN series includes access points, controllers and management software.



Avaya Fabric Connect

This framework enables Enterprises to build and operate next-generation architectures for both Campus and Data Center environments, such as "Private Cloud applications". It opens virtualization solutions that simplify design, deployment and management of networks in an end-to-end "network fabric" to maximize links and resources. It also creates single-oriented networking capabilities that builds and maintains resiliency utilizing a multi-path topology.



Collaboration Pods

Avaya has combined the best of breed server, storage, virtualization and networking components in an easy-to-deploy and ready-to-operate packages. These pods are finely tuned to optimize the performance of Avaya real-time applications over the underlying data center infrastructure. Along with a comprehensive orchestration layer, the solution allows for rapid deployment of complex data center technologies, including applications and services, storage and networking, while simplifying the task of operating technologies from multiple vendors.



Jenne[®] is your Value Added Distributor for Mid-Market Solutions

Jenne is your Value Added Distributor (VAD) of IP Telephony, data networking, video and visual communications and security technology products. The company is headquartered near Cleveland, Ohio and has been in business since 1986. We are experts in Mid-Market Solutions from Avaya.

The Jenne Team is Available to Help You

- Dedicated on-boarding and enablement team.
- Jenne University offering Avaya certification training and testing and other user focused training classes.
- Configuration and design assistance, including pre- and post-sales and technical support.
- Implementation and installation services nationwide, including on-site and remote installation services.
- Same-day shipping from Jenne's on-hand, in-stock inventory.
- Service contract and maintenance management and renewal portal.

Avaya Mid-Market Solutions

Mid-Market Enterprise solutions are easy to purchase, implement and maintain, providing the needed core capabilities with the ability to add on and grow as needed or when they can afford it. With over 200,000 systems installed and over 7.5 million users worldwide, Avaya's IP Office solution is a best in class product offering that can meet the communications needs of even the most demanding mid-sized business.



Jenne University

Jenne University is the place where training and support converge. While other distributors outsource their training instructors and facilities, Jenne maintains its own brick and mortar training center where our customers can gain technical or sales expertise. Our state-of-the-art training facility incorporates fully equipped classrooms with the most up-to-date equipment.

Upon completion of a course, students will sit for the certification testing on-site, as Jenne University is an accredited Pearson VUE Testing center. Jenne University also is consistently recognized by Avaya's Learning Partner Recognition Program, capturing the "Highest Student Satisfaction" award and the "Highest Response Rate" award. Visit www.jenne.com for the current class schedule.



Jenne Technical and Design Support

Our technical staff has over 250 years of combined experience that gives our business partners the benefits of:

- An assigned mentor who provides full design support while assisting your engineering team in developing increased capabilities and insuring uninterrupted design quality.
- Quick and easy design team accessibility and engagement, including joint partner/end user support calls which provide customer facing expertise and higher closing ratios.
- A Staging and Provisioning Service that performs all preliminary configuration, licensing and upgrades enabling you to rapidly install systems on your customer's network or a stand-alone unit. Jenne stands behind out staging and provisioning service and offers a one year advance replacement on all staging equipment, control units, internal cards and modules.
- Jenne's Technical Service staff is available Monday through Friday 8 am EST to 8 pm EST at no cost. Full 24-hour support is available for a minimal cost.

Design Center

The Design Center tool enables partners to seamlessly upload, view and maintain multi-network configurations for both simple and complex designs. The Design Center helps build a complete VoIP solution based on customized product and pricing criteria. Jenne Avaya Business Partners will benefit from:

- A streamlined design creation.
- Shortened selling cycles.
- Ensured accuracy and conformity of design requirements.
- Real time notification of completed phases.
- 24/7 update availability.

Jenne Solutions Designer (JSD)

Jenne Solutions Designer is a multi-vendor online configuration tool that enables business partners to quickly design a solution into a real-world configuration. It seamlessly identifies complementary solutions, including pricing and availability, all in an environment that can be shared privately among your colleagues, customers and experts at Jenne. Jenne Avaya Business Partners benefit from:

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

Service Contract Portal Renewal

Jenne's Service Contract Renewal portal helps you manage product and service contracts, including those for Avaya Mid-Market Solutions, streamlining and managing what can be a difficult process. When a service contract is up for renewal within any Avaya Mid-Market Solution purchased from Jenne, resellers are notified well in advance so they can capture what otherwise might be a lost revenue opportunity.

- 90, 60, 30 day reminders of service contract expirations.
- Captures proactive revenue opportunities.
- Easy to deploy and maintain.

Operational Support and Excellence

We are distribution experts and deliver unparalleled operational support. Our logistics specialist is certified in production and inventory management by the Association of Operations Management through its APICS (Advancing Productivity, Innovation and Competitive Success) program. Jenne Avaya partners benefit from:

- Same-day shipping on orders placed before 7 pm EST.
- An industry-leading order fill rate of 99.98 percent.
- On-time shipments: 99.89 percent.

Avaya Mid-Market Products

Avaya Aura[®]

The Avaya Aura communication platform provides solutions for Mid-Market enterprises looking for a people centered collaboration. The core is made up of two pre-packaged software editions based on the simple, single user licensing and a session initiated protocol (SIP) architecture that unifies media, networks, devices and applications across a common infrastructure. Avaya Aura uses full UC integration via Avaya ACE to support up to 2,400 users per system while scaling to hundreds of thousands. It provides seamless high availability and branch resiliency which makes it a perfect fit for the Mid-Market community.



ERS 3500 and ERS 4800

Suitable for Mid-Market Enterprises desiring converged connectivity within their sites. These two series include 10, 24 and 48-port PoE and non-PoE models that address a wide range of connectivity requirements. Both the ERS 3500 and ERS 4800 provide true plug and play functionality to support all IP phones associated with Avaya IP Office and require little to no local IT staff to monitor. As soon as the IP phone is added to the switch, the phone is automatically configured and recognized. This allows employees to move phones without assistance, make changes and introduce additional phones to the switches.

Avaya Mid-Market Products continued...

Avaya IP Office



Avaya offers small and mid-sized enterprises a powerful unified communications system that connects everyone — your clients, workforce and partners. It's an incredibly sophisticated system that is remarkably simple to use, even as you continue to grow.

Keep your original investment and simply build on it; for capacity or new capabilities. From basic telephony and sophisticated video conferencing, to a wealth of mobility and call center applications, with IP Office, you've invested in a solution that cost-effectively grows with you. Start with five users and expand to 1,000. Whether you do business

from a single site or up to 32 networked locations — wherever you take your business, IP Office will go with you.

Use IP Office to take real-time collaboration to rich and powerful new places. Video is affordable, simple to implement, easy to use, secure and available for a wide range of devices, from those in your conference rooms and on desktops to the ones you hold in your hand.

It seamlessly integrates with your existing applications such as Microsoft Outlook, Microsoft Lync and Salesforce.com to make desktop communications more efficient. And there are more than 300 third-party Avaya-certified applications, too.

IP Office is available in an edition to fit the unique needs of every small and mid-sized business:

- **Basic Edition** – key system and PBX features, including voice mail, for very small businesses.
- **Essential Edition** – the 'must haves' that small businesses need to enhance their communications with customers and colleagues while streamlining their operations (4 Remote Worker licenses are included).
- **Preferred Edition** – for small and midsize businesses that put a priority on real-time collaboration with sophisticated unified communications capabilities.
- **Advanced Edition** – when customer service is critical to your business, Advanced Edition will help you track and measure performance levels, record and archive calls for training, and create actionable reports to ensure highest performance.



IP Office Server Edition adds a scalable Linux-based option for midsize enterprise customers. It provides UC applications on a platform that is easy to manage and seamless to upgrade.

Video Collaboration for IP Office

Avaya's Scopia Video product line and expertise integrated with Avaya's open Aura® and IP Office architecture will bridge existing H.323 communications networks and SIP-based environments, delivering scalability that is intuitive and easy to operate. The Video Collaboration for IP Office is designed specifically for Mid-Market enterprises that need the capabilities of video conferencing from a desktop, mobile and room-based conferencing to enhance their business communications.

UNIFIED COMMUNICATIONS



The Power of We™

Provider of solutions for IP telephony, unified communications, contact centers and communications-enabled business processes and IP PBX equipment - IP Office, Communication Manager, MultiVantage Express and Partner.

NETWORK INFRASTRUCTURE SOLUTIONS



The Power of We™

A global leader in delivering communications capabilities that enhance the human experience, power global commerce, and secure and protect the world's most critical information.



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.



A manufacturer of award-winning telephony, Internet, remote access, and device networking products that connect voice and data over IP networks.

SECURITY SURVEILLANCE SOLUTIONS



A leading manufacturer of RF video distribution products, structured wiring enclosures and modules, security cameras, high performance audio/video distribution systems.



D-Link is a worldwide leader and award-winning designer, developer and manufacturer of networking, broadband, digital electronics, voice and data communications. Products include wired and wireless IP surveillance network security cameras.



Panasonic, Inc offering customizable and scalable solutions for site security that are reliable, affordable & flexible.



Manufacturer of standards-based network video recording and management software.



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



MOOG Videolarm is recognized as the innovator of today's pressurized and bullet-resistant outdoor domes, Videolarm offers a wide assortment of cameras, illuminators, brackets and CCTV accessories.

VOICE NETWORK INFRASTRUCTURE



VoIP enabler, leverages your existing telephone cabling infrastructure to provide a dedicated IP phone network, while centrally connecting the IP PBX to your existing LAN.

VOIP GATEWAY SOLUTIONS



The Power of We™

Avaya offers a full range of VOIP / Hybrid media gateways designed to enhance the benefits of IP telephony for businesses of every size. The Avaya line of media and communications servers delivers the full power of applications to large and midsize businesses.



The VoIP Migration Company™, Portico™, EXTender™ and PBXgateway™ equipment extends the services and applications of legacy voice networks over an IP network to remote branch locations, call centers, home based workers, and mobile phones.



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.



A manufacturer of award-winning telephony, Internet, remote access, and device networking products that connect voice and data over IP networks.



Provider of page control interfaces, VoIP LAN/WAN connectivity, ceiling/wall speakers, paging horns, Privacy Spot sound masking, power supplies and door entry systems.

CALL ACCOUNTING



Designers of employee productivity and resource software that lets management clearly identify how employees utilize their time for business and non-business purposes.



DATEL Software Solutions, LLC creates innovative, cost effective contact center and call accounting applications. These applications provide clients with real-time monitoring and historical reporting of their contact centers and beyond.



Designer of call accounting and telecommunications software solutions for Avaya, Aastra, Intercom, Nortel Networks, Cisco Systems and Mobilesense.



Provider of agent productivity and analytics solutions for enterprises and contact centers. Encore brings together voice and screen recording, quality monitoring, performance management, coaching, and reporting into a unified solution for analyzing customer interactions, capturing business intelligence, and enhancing the customer experience.

AUDIO AND VIDEO CONFERENCING



Avaya Scopia is the leading provider of products and technologies for unified visual communications over IP, wireless and emerging next-generation networks.



AMX, a leader in software-configurable meeting room control solutions, eliminate the need for traditional, complex and expensive programming



Developer of paging and radio microphones, stands and accessories for the professional, commercial and the installation audio industries.



A leading global provider of premium audio conferencing systems and other related products for audio, video and web conferencing applications.



Global provider of high-quality analog, wireless and IP-based audio conferencing phones.



Logitech is a world leader in products that connect people to the digital experiences they care about.



Innovative products for the enterprise collaboration space - state-of-the-art wireless products, manufactured and distributed through relationships with world-class partners across the globe. Revolabs products are geared towards facilitating natural interaction and mobility in business and professional applications.

INSTALLATION SUPPLIES AND TOOLS



Servicing 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.



Provider of Category 5e and 6 test equipment, telephone DSL/ISDN test equipment and telecom tools.



Manufacturer of quality electrical, datacom and telecom hardware.



Provider of quality tools to the woodworking and electrical industry.



Hubbell Premise Wiring is a global manufacturer of structured cabling systems, enclosures and accessories, providing intelligent infrastructure solutions.



A performance-value leader in network connectivity and cable management including: workstations, fiber optic systems and outlets, racks and cable management and raceway systems.



Provider of products that range from wire connectors, benders, lubes and fish tape to sophisticated electrical testers, datacomm equipment and ergonomically designed hand tools.



One of the foremost providers of data and telecommunications products in the market place today, offering a complete solution for copper and fiber cabling requirements with uncompromised quality.



Manufacturer of rack enclosures, monitoring consoles, data cabling management products, audio and video studio furniture, power distribution products and related accessories.



A leading manufacturer of communication connectivity products to the major service providers and installers.



Designer and developer of telecommunications connectivity and adhesive products for the electrical marketplace.

TELEPHONES AND ACCESSORIES



Provider of intelligent communications solutions for IP telephony, unified communications, contact centers and communications-enabled business processes and IP PBX equipment - IP Office, Communication Manager, MultiVantage Express and Partner.



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.



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



Cellphone-Mate, Inc. designs, 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.



Manufacturer specializing in consumer/commercial electronic communication products including phone and data sharing devices and on-premise phone products.

TELEPHONES AND ACCESSORIES (CONTINUED)



Provider of industrial handset, emergency hands-free telephone equipment and outdoor beacons.



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.



Developer of industrial two-way radios, and a global communications leader powered by, and driving, seamless mobility, revolutionizing broadband, embedded systems and wireless networks.



Provider of telephone line sharing devices, automatic call processors, TCP/IP network control products and power control devices.



Provider of high-quality telephone recorders that appeal to a variety of different people, from the environmentally conscious to the technologically advanced consumer.



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.



Manufacturer of consumer single-line and two-line cordless telephones, headsets and accessories.



Manufacturer of practical accessories for headsets and telephones. From connecting a telephone headset to a PC via USB, to training with multiple wireless headsets, ZoomSwitch's innovative products extend the functionality of existing headsets.

PAGING



The Power of We™

Provider of intelligent communications solutions for IP telephony, unified communications, contact centers and communications-enabled business processes and IP PBX equipment - IP Office, Communication Manager, MultiVantage Express and Partner.



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.



Provider of page control interfaces, VoIP LAN/WAN connectivity, ceiling/wall speakers, paging horns, Privacy Spot sound masking, power supplies and door entry systems.



Provider of telephone accessories, entry controllers and door boxes, apartment entry systems, elevator access and communication devices, industrial paging and telephony control devices.

SOFTWARE/ADD-ONS



The Power of We™

Provider of intelligent communications solutions for IP telephony, unified communications, contact centers and communications-enabled business processes and IP PBX equipment - IP Office, Communication Manager, MultiVantage Express and Partner.



Developer of Interactive Voice Response (IVR), Computer Telephony Integration (CTI), Web - IVR integration, and voice mail unified messaging into vertical and general business solutions.



DATEL's contact center solutions provide sophisticated features such as real-time call monitoring, detailed live agent capabilities, and historical reporting for call centers in a multitude of verticals.



Manufacturer of stand-alone voice mail systems, developer of messaging system software and turnkey systems for general business office environment and the hotel/motel industry.



Voice4net's primary objective is to generate new and useful tools that integrate telephony and database systems.

POWER PROTECTION/UPS



By Schneider Electric

Manufacturer of network-critical physical infrastructure (NCPI) solutions, designed for both home and corporate environments of all sizes.



Award-winning manufacturer for networking solutions, battery backup and UPS equipment, PureAV® cables, power, and digital wireless accessories.



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.



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



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.

AUDIO AND VIDEO CONFERENCING FURNITURE



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



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



A leading global provider of premium audio conferencing systems and other related products for audio, video and web conferencing applications.



Global manufacturer of digital display mounting and mobility products, committed to making ergonomics affordable for computer users everywhere, helping to make lives healthier and more productive.



Manufacturer of rack enclosures, monitoring consoles, data cabling management products, audio and video studio furniture, power distribution products and related accessories.



A leader in the video conference and A/V furniture market, VFI provides excellent products and services at competitive prices.

HEADSETS



Supplier of consumer single-line and two-line corded and cordless telephones, answering systems, SOHO products, headsets and accessories.



Market leading brand of GN Netcom, producing innovative hands-free communication solutions for the office contact centers, unified communications and mobile consumer markets. Its headset portfolio features wireless and corded models, compatible with standard desktop phones, PC-based soft phones and mobile phones.



Manufacturer of call center, professional, consumer and unified communication headsets with wireless, VoIP, Bluetooth and USB products.



Provider of headsets and headset accessories for call center, consumer, wireless, mobile, USB, Bluetooth and VoIP.

MESSAGE ON HOLD



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



Designer, developer, and manufacturer of the highest quality digital messaging systems for communication systems and paging systems.

SITUATIONAL ALERTING SOLUTIONS



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

WIRE/CABLE



Designers and implementers of a revolutionary computer telephony integration system for the Panasonic Digital Hybrid Phone Systems.



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 & data, and other low voltage applications.



J E N N E

Excellence in Distribution
Experts in Technology

Jenne[®] Inc., headquartered in Avon, Ohio, is a leading value-added supplier of business telephony, data, security, and video conferencing technology solutions, including equipment and software for the Enterprise and SMB markets. Since the company's founding in 1986, Jenne has always been committed to providing dealers and resellers with a broad product selection, competitive pricing, on-time accurate delivery, outstanding technical support, and ongoing sales and technical training.

Jenne's strategic alliances insure its continuing ability to meet the resellers' growing needs. Jenne is dedicated to tracking emerging technologies, offering fresh solutions, new technology and related applications, accredited training and certification courses to better serve our customers.



J E N N E®

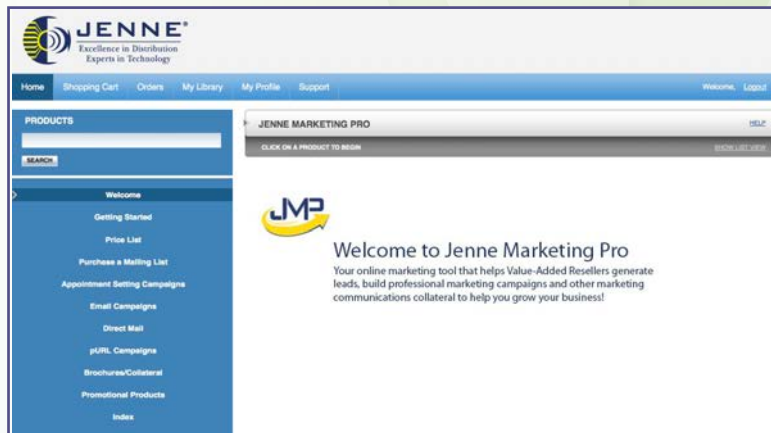
Excellence in Distribution
Experts in Technology



Jenne Marketing Pro Will Help You Grow Your Business

Are you looking for ways to grow your business? To generate quality leads? To market and present your business to customers and prospects in a professional manner that enhances your brand image and reputation? Look no further. Introducing Jenne Marketing Pro (JMP) from Jenne, Inc., your Value Added Distributor.

Jenne Marketing Pro is an online marketing portal for Jenne reseller customers designed to help you execute professional marketing campaigns and generate leads. It contains manufacturer-branded email, direct mail, pURL campaigns and more.



What is a pURL Campaign?

A pURL campaign is a personalized URL used in conjunction with a direct mailer which presents your customer or prospect with a highly customized and targeted campaign. Not only is the direct mailer personalized, but the call to action incentive* drives the prospect to a web address, which also is personalized with the prospect's name.

pURL campaigns are highly effective and have been demonstrated to boost response rates on average 10-20 percent. Each pURL Campaign offered by Jenne on behalf of our manufacturer partners includes:

- A personalized landing page
- Postcard
- One personalized URL per prospect for your uploaded list
- Three emails

*Incentives offered are gift cards in various denominations which can be purchased through the site.

Getting Started

It is simple to get started customizing and executing professional marketing campaigns for your business.

1. Just log onto www.jenne.com. When you reach the log-in page, click on the "My Portal" tab. You will see "Jenne Marketing Pro" as one of your selections.
2. Click on Jenne Marketing Pro. First time users of JMP are encouraged to read the information contained in the "Getting Started" tab.
3. Next, browse the site and familiarize yourself with the campaigns that are available. Jenne has worked with its top manufacturer partners to include campaigns to market their products, including Avaya, Aastra, Panasonic Business Telephone Systems, Panasonic iPro Security, Extreme Networks, Jabra, LifeSize, Logitech, Plantronics, and more.
4. Select a campaign and customize it with your company logo and contact information.
5. Upload your own data list, or follow the instructions for how to shop for and purchase a data list.
6. Proof your campaign elements online and approve them.
7. Checkout through the shopping cart, including entering your credit card information for payment.
8. Submit and your campaign will be executed.
9. You can access reports on your campaign, including bounces, open rates, click-throughs and opt-outs in the 'Orders' tab on the site.
10. Follow-up on your leads.



Have questions? Need help in getting started? Contact Jenne Marketing at: 866-451-5073 or jmp@jenne.com.



J E N N E

Excellence in Distribution
Experts in Technology



800.422.6191 • sales@jenne.com • 33665 Chester Road, Avon, OH 44011 • www.jenne.com

Jenne is a registered trademark of Jenne, Inc. • Jenne LLC is a WBE (Women's Business Enterprise) certified business.