

DAY
1

CVX at ITEXPO[®]
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IDEA Showcase Startup Competition Set for Tonight

You most likely have seen startups swimming with the “Sharks” on national television, but it’s even more exciting to see the next great innovators pitch their ideas in front of judges live on stage. That’s precisely what happens tonight when the IDEA Showcase Startup Competition returns to ITEXPO and the #TECHSUPERSHOW.

Getting underway at 4:15 p.m. in the Floridian Ballroom at the Fort Lauderdale Convention Center, the IDEA Showcase is focused on introducing exciting companies that are transforming markets to a select audience looking to catch the next wave of technology innovation. Companies will have five minutes to present their unique value proposition, and the

audience and panel of judges will determine which one is the most disruptive.

After grabbing some drinks at the open bar and catching up with your fellow attendees, you’ll take a seat to watch the industry’s hottest startups pitch and compete to be named best.



And after the startup pitch event, join your peers on this last night of the conference for the biggest party of the week at the #TECHSUPERSHOW Networking Live event taking place from 8 p.m. to 10 p.m. tonight. Enjoy a complimentary drink and meet with friends new and old as you take in the breathtaking rooftop view of the ocean at the Hilton Fort Lauderdale Beach Resort (505 North Fort Lauderdale Beach Blvd.).

Keep the vibe going at the #TECHSUPERSHOW Networking Nightcap, which directly follows the conference party in the Ilios at Hilton Fort Lauderdale Beach Resort.

All registered attendees of ITEXPO are invited to all three events, but show badges are required for entry. See you there. ☐

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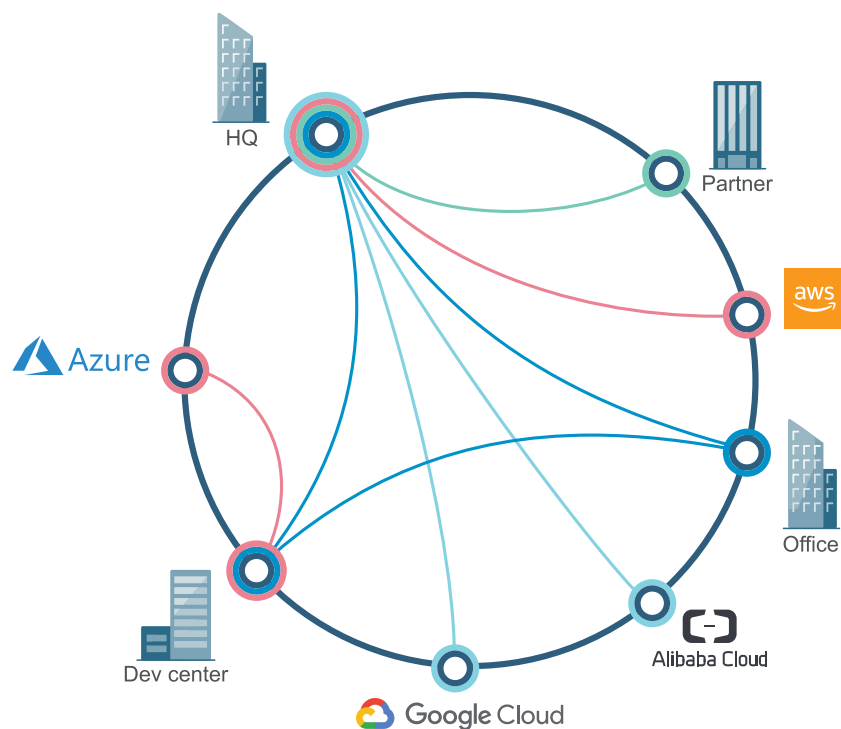


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Cloud Voice Alliance Hosts 1/2 day Mini-Conference at ITEXPO

The Cloud Voice Alliance, which serves reseller in the unified communications as a service (UCaaS) market, is hosting a 1/2 day Mini-Conference as part of the 2020 ITEXPO here in Ft. Lauderdale. The Mini-Conference will be held today in Room 114 of the Broward County Convention Center from 1:00 to 4:00 p.m.

"The Cloud Voice Alliance's mission is to assist our members, the locally owned cloud PBX and UCaaS providers, in competing effectively against the growing number of large and mostly self-service national providers," said Jeff Dworkin, managing director of the Cloud Voice Alliance. "This mini-conference is designed to address the high priority topics that are increasingly relevant to resellers of cloud voice services or that are considering entering into this space."

The agenda for the day will include a panel discussion focusing on how MSPs and VARs

can add cloud voice services to an existing technology portfolio and what to look for in a white label telecom provider. The CVA Mini-Conference also will feature a fireside chat style interview with a successful reseller who currently has more than 1,000 seats of UCaaS in production. The Mini-Conference will be rounded out with presentations on "What it takes to compete with large national and multi-national providers of similar services" and "Everything a UCaaS reseller needs to know about Robocalling."

"The national, and multinational telecom companies have large, well-funded marketing departments that often drown out the voices of local resellers. The CVA provides marketing support and a collaborative environment where members can share best practices, pool resources, and leverage buying power that increases profitability," said Dworkin.



Industry experts participating in the CVA Mini-Conference include Eric Hernaez, president and founder of SkySwitch; Jon Arnold, independent research analyst and principal at J. Arnold & Associates; Cindy and Guy Fawkes, founders of Telepath Communications and members of SkySwitch's Club 1000; Aaron Foss, founder of Nomorobo; and Mike Cromwell, founder and CEO of EagleTeq.

"The members of the SkySwitch community that are participating in the CVA are enthusiastic about the opportunity to take advantage of group-funded marketing and sales support," said SkySwitch's Hernaez. "For that reason, SkySwitch continues to support the CVA, helping them to empower our resellers so they can gain momentum and broaden local market awareness." □

Phone.com Adds Live Receptionist to UCaaS Offering

Phone.com recently added a new live call answering service, Live Receptionist, to its portfolio of cloud-based unified communications (UCaaS) and business phone services.

Staffed by U.S.-based professionals skilled in the nuances of customer service, Live Receptionist helps businesses of all sizes convey professionalism, said the company.

Available "as-a-service," this new offering removes the hassle of hiring and on-boarding new personnel, as well as the financial obligations of compensating a full-time, salaried employee to answer phones, said Ari Rabban, CEO of Phone.com.

"Live Receptionist maximizes efficiency while keeping overhead low, which is tailor-made for small business owners and entrepreneurs with a small office or virtual addresses, but who might also work remotely or in shared workspaces," said Rabban. "First impressions matter, and sometimes you just need a live answer."

Businesses with high daily call volume, multiple extensions to which to transfer callers, and myriad appointments to schedule will find that Live Receptionist is a cost-effective, personalized answering service that removes

complexity while improving customer experience and operational efficiency. Phone.com receptionists ensure that each caller is treated with courtesy and respect, then guided accordingly to the appropriate extension, contact voicemail or other destination. No matter when or how many calls come in, Phone.com receptionists are available to pick up, with call handling rules that can be customized directly from the admin control panel.

"Innovation is in our DNA," noted Rabban, "and as true visionaries we are not afraid to go old school. This service conveys tenure and professionalism with the added personal touch of being greeted by an actual person."

In addition to answering and directing calls,

Phone.com receptionists also can schedule appointments and screen inbound calls for business pertinence, preventing interruptions that hinder productivity. The solution also is HIPAA-compliant.

Live Receptionist's capabilities include: live answering in a company's name with a scripted response; taking messages and sending to the appropriate contact by email or SMS; call forwarding (voicemail, extension, smartphone) and screening; attended transfer, cold transfer, and send to voicemail; appointment setting using market-leading software from Appointedd; and other call instructions based on individual client criteria. □

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EXHIBITOR LISTING

128 Technology	320	Geoverse	1122 CRES	SalvageData	635 MSP
888VoIP	312	GetWireless	1303 IoT	Sangoma Technologies	815 MSP
8x8	1320	GigTel	1402	Sansay	612
Acrobits & Voyant	713	Global Strategic Accountants, LLC	112	Shenzhen Dinstar Co.,Ltd.....	207
Adaptiv Networks	827 SD WAN	Grandstream	311	ShopVue	1217 IoT
Advantech	631	Granite Telecommunications.....	716 SD WAN	Singtel.....	820 SD WAN
AireSpring.....	512	Hanlong Technology(Nanjing) Co., Ltd.....	101	Skyswitch	120
Algo Communication Products Ltd.....	516	High Wire Networks.....	1409 MSP	Smith.ai	1016
Altaworx.....	116	HoduSoft Pvt, Ltd.....	426	Spectrum Partner Program	200
Amazon Business.....	1030 MSP	Hughes Network Systems	807 SD WAN	SpectrumVoIP.....	935
ANS	Sponsor	IBM	507 MSP	Speedcast.....	1411 IoT
Apex Technology Services	TBD	iconectiv	Mtg Room - MR-1	Spracht	217
Aryaka Networks	109 SD WAN	Ingate Systems	100	Sprint	Mtg Rm 213
AT&T.....	1421	Inseego.....	1101 SD WAN	Stellar Cyber	735 MSP
Avaya.....	1424	IntelePeer	1324	Streakwave Wireless.....	812
AXIS COMMUNICATIONS	1215 IoT	Intelisys inc.....	1420	Subsentio LLC	835
Bandwidth	305	Intrado	1011	SureNET.....	1216 SD WAN
BEC Technologies, Inc.....	911 CVx	IoT Marketing.....	1212 IoT	Synway	527
Bicom Systems.....	926 CVx	IPFone	526	TagoIO	1414 IoT
BlocWatch	1214	Itrinegy	830 SD WAN	Tallac Networks	726 SD WAN
BlueJeans.....	1309 FOW	itTrident LLC	834	TCG Telecom Consulting Group	900 CVx
Bocada.....	1210 MSP	JENNE INC	701	TEC-System	Sponsor
BOSS Commercial Capital.....	1220 IoT	JetWave.....	1431	Tech Data.....	1405 IoT
C3 Cloud Computing Concepts.....	300	Johnson Controls - Tyco	1000	TechLauderdale	539
Call48	321	Konftel.....	521	Telarus	920 CVx
CallCabinet.....	721 MSP	Lanner Electronics, Inc.....	531 IoT	TelcoBridges.....	331
Canpango, Inc.....	1417	Lead Forensics.....	328	TeleDynamics.....	420
CellAntenna	1029 CRES	Losant	1209 IoT	teli	110
ChannelPro Network	1026	LV Switch, Inc.....	113	Telinta	517
China Broadband Communications	330 SD WAN	MACH Networks	728	Telispire	914 CVx
Clearly IP Inc.....	627	Martello Tech	1221 SD WAN	TelNet	1023
CloudGenix.....	736 SD WAN	MessagePro.....	317	Telstra	915 CVx
Comcast Business	200	MVIX Digital Signage.....	1020	Tender Software.....	720
CommPeak	535	netsapiens	107	TeraCode.....	1001
Compliance Solutions, Inc.....	912 CVx	Nice International.....	1315	Tigerpaw Software.....	611 MSP
Computer Telephony Distributing (CTD)	821	Nimbelink	1308 IoT	TimelyBill	707
Contronex, Inc.....	513	Nordata.....	934	TouchTone Communications	927 CVx
CoreDial, LLC	520 MSP	NTS Direct.....	605	TransNexus, Inc.....	417
CrowdStorage	1121 MSP	Observables	816	TrainOurTroops.....	1034
CTS	1130	Ocean Breeze Communications	201 MSP	UCX.....	115 MSP
CVx - ChannelVision.....	931	OKI Data Americas.....	1002 MSP	Unified Office	1010 FOW
CyberData Corp.....	416	Ooma	MR223 & 203 MSP	US Cannabis Pharmaceutical Research	
DCA Services Inc.....	1328	OpenVox Communication Co., Ltd.	428	and Development LLC	Sponsor
deepsense.ai	1104 AIOPS	OpsRamp	1012 AIOPS	US Dedicated.....	1111 OSW
Dell Expert Network.....	212 MSP	Oracle	805 SD WAN	Viirtue LLC	104
Diamond Communications	1126	Palm Beach Tech	537	VIKING ELECTRONICS.....	427
DIDX INC	1024	PCCW Global.....	929 CVx	Virginia Coalfield Economic Development Authority	327
Digi International	616	PCLiquidations.....	717	VitalPBX	326 OSW
E-MetroTel.....	1427	Peerless Networks	114	VoIP Supply.....	621 MSP
Ecosmob Technologies Pvt. Ltd.....	813	Perspectium	220 MSP	VoIP.ms.....	226
Edify.....	1202 FOW	Phone.com	1006	Vonage	1317
End 2 End Technologies.....	1028 IoT	PhoneSentry	1408	Voxbone.....	809
Entelegant	102	PNC Bank	329	WatchGuard Technologies	729 MSP
Eplexity	722 MSP	Poly	121	Wave Wholesale	916 CVx
Epygi Technologies	727	PortaOne	316	Wildix.....	710 MSP
Expereo	1316	Powernet	917 CVx	Windstream Enterprise.....	Mtg Rm 209
ExteNet.....	1027	Premio Inc.....	634 IoT	WiredIQ	928 CVx
FaxBack.....	617	Profitec Billing Services, Inc.	826	WISER Systems, Inc.	629 IoT
Fiber Mountain	1017	QuestBlue	801 MSP	XCALLY (Xenialab srl).....	Sponsor OSW
Field Nation	221	Quobis	216	Xiamen VBeT Electronics Co.,Ltd.	628
Five9, Inc.	1417	RAD	1413 IoT	Xorcom Ltd.....	413
Flexential	1416	Redstone Systems, Inc.....	227	Yealink	407
Fluree	1415	Rev.io	529	Yubox	1117 IoT
Flyingvoice Network Technology Co., Ltd.	228	RingByName.....	206 MSP	ZIP911	530
FreeSWITCHSolutions	1022	RingCentral	1425	ZYCOO Co., Ltd.....	1314
Frontier Business	1203	RIoT (Wireless Research Center			
Fujitsu Network Communications.....	213 SD WAN	of North Carolina)	1115 IoT		
Fuze.....	1325	RocketBroadband	828		
GadgEon Systems	1227 IoT	Room Alert - AVTECH.....	1225 MSP		
GAVS Technologies NA Inc.....	1208 AIOPS	RTC Associates	639		



Powernet Recognized at Medical Mutual Pillar Awards for Ninth Time

Cincinnati-based Powernet received its ninth Pillar Award for Community Service at the Medical Mutual Pillar Awards, presented by Smart Business. The Medical Mutual Pillar Award for Community Service honors businesses of all types and sizes that make outstanding contributions to their communities. Its purpose is to encourage a charitable environment, recognize creative efforts that make a difference and demonstrate the ties between the for-profit and nonprofit worlds. Powernet was one of 11 Cincinnati businesses honored at the event.

"Our team has shown a commitment to making the Greater Cincinnati community a better place to live and work," said Alli Stevens, CEO of Powernet. "To see so many team members come together and work on projects like the community Wi-Fi expansions or taking time out of their day to assist a non-profit organization year after year is inspiring. Powernet is lucky to have so many employees that care about making a difference and are willing to take the steps to make their ideas a reality."

The Powernet team made an impact on hundreds of individuals throughout 2019 through a variety of projects, sponsorships and

donations. The year began with the completion of wireless expansions to both the Avondale and Lower Price Hill free community Wi-Fi networks that are now capable of servicing even more residents. Donations of tablets, networking and voice equipment were made to a variety of local organizations such as Life Church Amelia, City Gospel Mission, Cincinnati Rotary Club and Norwood Schools. A Crock-Pot-A-Thon was also organized in association with the community learning center in Lower Price Hill to provide residents with access to crock pots and rolling carts that allowed them to transport and cook healthier meals.

Powernet's donations reached even further than just the Cincinnati community. Tablets were donated to Children's Miracle Home in India to help educate the children that reside there.

Additionally, Powernet donated and provided desktop computers and furniture for the home to create a computer lab that will, allow it to further its mission. Powernet's tradition of giving is also echoed in its Florida offices as well where a variety of donations were made to local organizations and charities, including many in need of relief following devastating hurricanes. □

Telinta Adds eSIM to its MVNO Solution

A provider of white label cloud-based switching and billing solutions for VoIP service providers, Telinta announced the addition of eSIM capabilities to its TeliSIM MVNO solution.

eSIM eliminates the need for end users to install a physical SIM card in their mobile phones to use TeliSIM. End users can also enjoy "dual SIM" capabilities, where they can continue to use their own local SIM card plus TeliSIM's eSIM, enabling their phone to be registered to both networks at the same time while traveling internationally. Users can have multiple phone numbers for inbound calls and select which network to use for outbound calls, data and SMS.

TeliSIM enables mobile service providers to offer highly profitable brandable mobile voice, data and SMS services, with options for data-only plans which are best suited for eSIM. Both prepaid and postpaid services can be offered. TeliSIM uses an entirely new methodology that enables Telinta customers to replace high-cost mobile roaming fees from mobile operators with cost-effective VoIP.

Telinta customers can provide their end users and resellers with cost-effective roaming for more than 500 mobile operators in 100-plus countries around the world. Calls can be made and received using the GSM network, without requiring call-back, access numbers or Wi-Fi. TeliSIM can be offered both as a stand-alone MVNO service for travelers or bundled together with any of Telinta's cloud-based solutions such as mobile VoIP, mobile top-up, hosted PBX, WebRTC and more.

New Telinta customers will qualify for a special three-month TeliSIM Starter Program with discounts on switching, billing, SIM cards and eSIMs, airtime and Telinta's mobile softphone.

Service providers can create customized offers and bundles, using their own brand, pricing and promotions. Local numbers from DID providers around the world can be added to TeliSIM, providing end users with as many local phone numbers as they need. TeliSIM, like all of Telinta's white label solutions, includes comprehensive training and 24x7 live technical support.

"Unlike other MVNO solutions which are merely reselling SIM cards and minutes, TeliSIM uses the power of Telinta's cloud-based soft-switch platform, enabling service providers to truly build a successful MVNO business," said Alex Ferdman, Telinta's CEO. "Using your own providers for DIDs and VoIP termination, you can create a highly profitable MVNO offer for you and your resellers." □

Granite Introduces 'Built-to-Order' Managed SD-WAN

Granite Telecommunications, a \$1.5 billion provider of communications services to multi-location businesses and government agencies, is introducing its "Built-to-Order" SD-WAN solution at SD-WAN Expo, held in conjunction with ITEXPO.

"Most people know that SD-WAN's a game-changer, giving businesses redundancy and quality of service using widely available and low-cost broadband," said Mark Palmer, senior director of client development at Granite. "What they might not know – and what vendors and providers don't want to tell them – is SD-WAN isn't one size fits all.

The truth is, there are a range of solutions on the market that meet a range of needs, continued Palmer. "Rarely are they matched up correctly. In fact, many companies need

more than one solution."

That's a challenge for SD-WAN providers that have only one product. Granite's "Built to Order" SD-WAN solution leverages a wide array of appliances to match a customer's requirements for performance, security and price based on their applications, connectivity, fault tolerance and budget.

"Customer requirements can vary by location, requiring a hybrid SD-WAN deployment that leverages multiple solutions," said Palmer.

After white-glove installation, Granite, monitors and manages every SD-WAN deployment from its 24/7/365 U.S.-based network operations center (NOC) to ensure that everything works as promised. The solution is available nationwide from Granite's network of authorized sales partners. □

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ScanSource Adds to Intelisys Executive Leadership

ScanSource has further invested in the Intelisys business, adding new executive leadership to drive continued growth. In support of this, Mark Morgan has been appointed president, and Paul Constantine has been named executive vice president of supplier services. Mike Ketchum, senior vice president, finance, will take on the additional role of managing operations that support Intelisys sales partners and will serve as senior vice president of finance and operations. Morgan, Constantine and Ketchum will report to John Eldh, chief revenue officer for ScanSource.

Morgan most recently served as executive vice president, corporate strategy, where he was charged with leading and implementing

corporate growth and recurring revenue initiatives. He played a critical role in identifying and advising on the Intelisys and intY SaaS platform acquisitions. Since then, he has been actively involved in the continued integration of these businesses, while also developing key business strategies to drive ScanSource's recurring revenue growth. In his role as president, Morgan will lead the sales and marketing functions and enhance collaboration across North American businesses. Morgan joined ScanSource in 2002 and has served in executive sales and operations roles during that time.

Constantine's newly created role underscores the company's commitment to cultivating and growing its digital distribution portfolio. He has been with ScanSource since

1999. Most recently, he has been serving as president, EMEA, and has been instrumental in supporting the development of the digital distribution business in Europe, said the company. During his time at ScanSource, Constantine has served in executive leadership roles, including as co-president, worldwide barcode, networking and security, and as president of ScanSource POS and barcode.

Ketchum, meanwhile, has been with Intelisys since 2007, leading the financial management and accounting functions of the business. He also is responsible for overseeing the business' commissions tools and processes, a critical component of the Intelisys business. In his expanded role, he will take on operational responsibilities. □

AireSpring Names Young SVP of Channel Sales

AireSpring, a managed communications provider and supplier of managed network and IT services, announced that John Young has assumed the role of senior vice president of channel sales. In this role, Young will be responsible for leading the global channel sales team and will spearhead management of current and future channel partnerships, overseeing existing and new relationships with master agencies, MSPs, VARs and sub-agents.

Prior to joining AireSpring, Young spent more than 13 years at NetFortris, where he eventually was promoted to executive vice president of global sales and global channel chief. In this role, his broad range of responsibilities included both enterprise and channel sales, channel marketing and account management. Young joined NetFortris as a result of its acquisition of Fonality in 2018. He served as senior vice president of global sales at Fonality from 2013 until 2018, after serving in various sales roles.

During his time with NetFortris/Fonality, Young was responsible for building the North American and international sales teams and programs from the ground up. He managed a large team of global enterprise, channel and account management sales reps, directors and vice presidents. He also was instrumental in personally developing many unique partnerships with VARs, master agencies and sub-agents.

"I am extremely honored to be joining such a distinguished company and professional team as AireSpring," commented Young.

"AireSpring's 100 percent channel focus and devotion to service and product excellence, its channel partners and customers align very nicely with my personal philosophy and the legacy I have built throughout my career," continued Young. "I look forward to exciting new partnerships as we take Team AireSpring and the company to its next wave of growth." □

CloudGenix, CISSDM Partner on Managed SD-WAN

CloudGenix and CISSDM have announced a partnership to deliver managed SD-WAN and managed cloud-delivered branch services. Together the companies will provide cloud-based branch infrastructure services, freeing offices from the limitations of hardware-based approaches. Enterprises gain cloud-scale economics for the branch with the freedom to use any WAN, any cloud and any best-of-breed infrastructure service.

The service is immediately available for enterprise customers and to channel partners.

CISSDM has designed and supported advanced WAN solutions since 2008. With a highly qualified team of engineers trained on CloudGenix products and 42,000 field service technicians, CISSDM manages CloudGenix SD-WAN deployments from their 10,000 square foot PCI/HIPAA/SOC2 compliant staging facility and redundant advanced support centers spanning over 25,000 square feet in California and Idaho. CISSDM's ITIL-certified engagement managers ensure on-time circuit installation and project delivery. □

“AireSpring’s White Glove Service is Second to None...”

Steve Paratore

President/CEO

Networking Negotiators, Inc.



“No vendor supports me like AireSpring. The concierge service from my channel manager is phenomenal. The solutions engineering team is exceptional, and AireSpring’s project management team is awesome!

My clients like AireSpring because they can offer nearly every carrier on a single bill and so many solutions under one umbrella. From MPLS, to Hosted Voice, to SD-WAN, and Security, AireSpring is the One Stop Shop for all their managed connectivity and communications needs.

As president of Network Negotiators, and a seasoned executive with 29 years of experience, I find AireSpring has the best products and services for overall telecommunications and data network requirements of any supplier in the industry.”

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SIP Spotlight: Ingate's SIParator/Firewall S22, S42 and S82

Ingate made a big product announcement during 4Q19, replacing its popular SIParator S21 session border controller (SBC) appliance to enable SIP based VoIP with the SIParator/Firewall S22. At ITEXPO, the company is unveiling the SIParator/Firewall 42 and SIParator/Firewall 82.

The S22 is physically smaller than its predecessor but scales to manage up to 800 simultaneous calls. That is twice as many as the S21. Plus, the S22 comes with a 19-inch rack mount kit that serves as a tray so that two appliances can sit side by side — occupying just 1U of space.

According to Ingate general manager Steven Johnson, while the S22 expands the capacity of Ingate's low-end, highly reliable and very robust SIParator, the S22 is priced the same as the S21.

"This device can serve many more organizations than the SIParator 21, which supported 400 calls," Johnson continued. "And it has all of the same functions that you will find in our larger machines."

In addition, Ingate is announcing the availability of the S42, which can handle up to 2,000 simultaneous VoIP calls. It replaces Ingate's SIParator/Firewall 52 and predecessor products in a smaller form factor.

The S82, which is also being released at ITEXPO, has a maximum capacity of 4,000 simultaneous VoIP calls, making it a high-capacity solution that challenges server-type SBCs. It is the same smaller, physical size as the new S42 and is competitively priced.

Ingate's product family also includes the S95, S97 and S98 which support 4,000, 8,000 and 20,000 calls, respectively. What's more, Ingate offers a software-only solution which can be installed on a virtual machine, as well as an SBC for cloud installations.

"Our software can run on AWS, Google, Azure or any OpenStack solution," Johnson said. "Ingate has a very flexible and expansive range of installation options that are perfect for companies and call centers who transition from the PSTN to VoIP."

Johnson also spoke about the company's flexible distribution network.

"We have OEM arrangements with large PBX vendors," Johnson said. "Larger resellers buy from us in a direct way, so there's no distributor in between us."

At the same time, the company works through boutique distributors such as Computer Telephony Distributing out of Greenville, S.C. According to Johnson, CTD knows Ingate's product and company extremely well making them a great resource for resellers that might be looking for a distributor or a channel to purchase their products.

"CT Distributing has a long-standing relationship with Ingate which spans more than 12 years," said John P. Groce, vice president of sale at CTD, commenting on the partnership. "CTD now serves as the fulfillment and technical assistance center to all US/CA locations. In addition, CTD is a distributor of the product to VARs

with unique applications in SIP routing and interfacing with different IP systems."

Groce also spoke about the current demand that they're seeing for SIP, and the value that the SIParator S22 brings to the table.

"SIP is the undisputed standard for IP telecommunications, and SIP lines have become commonplace in businesses of all sizes," Groce said. "Unfortunately, SIP is susceptible to a wide range of issues from misbehaving ALG settings on firewalls to basic multi-vendor interoperability. The Ingate products fix those issues and add a much-needed layer of security between the telecom network and the public internet." □

Experience a Cyberattack, Response in Real Time Simulation

MSPs, IT and business leaders are invited to a half-day event demonstrating step-by-step incident detection and response. High Wire Networks, a global technical field, professional and cybersecurity services company, announced that the company will be holding a cyberattack incident response simulation event at its headquarters in Batavia, a western suburb of Chicago, on March 19.

The half-day event will be run by High Wire Networks' new chief information security officer, Philip Burnett, who will walk through a real-time simulation of a real-world scenario — from breach to detection to response. The interactive and collaborative simulation will leverage High Wire Networks' state-of-the-art Overwatch 24/7 SOC resources and XDR platform.

"For nearly all businesses, it's not a question of if, but when they'll have to deal with a security breach," said Philip Burnett, CISO at High Wire Networks. "We believe it's everyone's responsibility to be prepared. We want



to show our MSP partners and their business customers how to handle a cybersecurity attack when the threat comes knocking on their door."

The event is free for High Wire Networks partners and their business customers. Chicago-area CIOs, IT managers and business leaders also are welcome to attend free of charge, with no commitment.

Registration for the Overwatch Cyberattack Simulation event is now open. Seating is limited. Questions about the event can be directed to Susanna Song at 630-635-6717 or susanna.song@highwirenetworks.com. □



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Don't miss our webinar, hosted by the NTCA, *Get Ready for the STIR/SHAKEN Call Authentication Mandate*, on Thursday, February 27, 2020 at 2pm EST. For more info and to register, visit <https://transnexus.com> and click the button in this webinar banner:



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STIR/SHAKEN Call Authentication
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More info

Don't Miss Today's Keynotes

Thursday, Feb 13 - Floridian Ballroom, 3rd Floor



Thursday, Feb 13 - 8:30 AM
Curtis Peterson
SVP, Cloud Operations



Thursday, Feb 13 - 9:00 AM
Vik Verma
CEO



Thursday, Feb 13 - 9:30 AM
Mark Morgan
EVP of Strategy



Thursday, Feb 13 - 10:00 AM
Austin Ashe
Head of Strategic
OEM Partnerships, IoT



Thursday, Feb 13 - 10:30 AM
Scott Jenson
Product Strategy



Thursday, Feb 13 - 4:20PM
John Gilbert
COO/CTO



Thursday, Feb 13 - 4:20PM
Marc Ganzi
CEO



Thursday, Feb 13 - 4:45AM
Darlene Pope
VP, Global Head,
Smart Buildings & Digital
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Telinta, Ding Partner on Mobile Top-Up

Telinta, a global provider of cloud-based switching and billing solutions for telecom service providers, and Ding, an international mobile top-up platform, have teamed up to meet the needs of mobile top-up service providers.

Mobile top-up is a fast-growing part of the global telecom industry, said the companies, enabling service providers to sell airtime credit to mobile phones in more than 140 countries around the world with Ding's expansive global network of more than 500 mobile operators. Via a convenient API, service providers can use Telinta's cloud-based platform to provide top-up to an unlimited number of resellers and end users, with their own brand and pricing. This includes brandable portals for in-person payments at retail locations, variable reseller commissions per operator and per country, detailed reporting, reseller administration portals for online pre-payments by credit/debit cards and PayPal, and more.

Both companies offer 24x7 technical support, as well as training to help customers get started.

"As the number one international mobile top-up platform in the world, Ding has been keeping people connected since 2006, and today's demand for airtime and data continues to grow from prepaid phone users around the world," said James Hall, head of the Americas at Ding, commenting on the partnership. "As demand grows, mobile top-up is a hugely attractive add-on to a wide variety of businesses and represents a significant revenue generator for our partners around the world."

This new partnership is the latest in a string of new deals for Ding, as the company expands the footprint of its business across the world.

"Whether your top-up business is already established or just starting out, Telinta and Ding offer a powerful combination to help your business grow," said Alex Ferdman, CEO of Telinta. "We enable you to do business in any language



or currency you need, as many as you need, virtually anywhere in the world."

In addition to mobile top-up, Telinta customers can offer a full portfolio of white label VoIP solutions such as mobile "over the top" (OTT) calling via a brandable smartphone app, hosted PBX, SIP trunking, calling card and pinless, and more.

Ding customers signing up for new service will qualify for a one-time \$400 credit from Telinta on their first monthly invoice. Current Telinta customers signing up for new Ding service will receive a special promotion. □



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Lanner, Creanord Collaborate on Carrier-grade Service Assurance

Helsinki, Finland-based Lanner Electronics, a leader in the design and manufacturing of whitebox solutions for network computing and intelligent edge, announced that the company has formed a partnership with service assurance expert Creanord, aiming to assist carriers and service providers with a comprehensive solution for advanced, segmented and distributed L2 to L7 Performance Assurance in metro and access networks.

Empowered by Intel technologies and engineered by Lanner and Creanord, the CreaNODE 500 Mini Probe hardware platform is palm-sized but still packed with compute performance and connectivity required in large scale mesh network monitoring, among other performance monitoring use cases. The joint solution is optimal for active latency monitoring

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for core and transit networks, where detailed networking visibility, assurance flexibility and absolute precision are needed, said the companies.

Some of the joint end-to-end active assurance solution highlights include a complete set of one-way and two-way continuous measurements; L2 to L7 service activation testing and troubleshooting, precise microsecond level measurements, centralized TrueTCP RFC6349 management with real-time visualization and historical reporting and localized SNMP high-frequency data collection for granular band-

width management in distributed environments.

"Service assurance in distributed network environment has become more important than ever for ensuring quality of experience," said Jeans Tseng, general manager and vice president of Lanner Telecommunication Business Unit. "The seamless integration of the Creanord active assurance software and Lanner network appliance provides a complete solution of 24x7 network service visibility, helping carriers and service providers manage SLAs and diagnose performance issues effortlessly." □

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C3 Achieves VMware Cloud Verified Status

Cloud Computing Concepts (C3), a provider of technology and communications services throughout North America, recently announced that it has achieved VMware Cloud Verified status. The Cloud Verified badge signals to customers that C3 offers a service running on top of the complete VMware Cloud infrastructure.

Through Cloud Verified partner services, customers attain access to the full set of VMware Cloud Infrastructure capabilities including integration and interoperability, cost optimization and flexibility. VMware's global network of more than 4,000 VMware Cloud Providers leverages VMware's consistent cloud infrastructure to offer a wide array of services, provide geographic and industry specialization, and help customers meet complex regulatory requirements. Cloud Providers operating under the VMware Cloud Provider Program deliver individually tailored cloud solutions and services in more than 120 countries.

"Achieving VMware Cloud Verified status is a milestone achievement for C3," commented

Rick Mancinelli, CEO of C3. "It further demonstrates our steadfast commitment to our clients and partners to provide high performance, secure, and compliant cloud services built atop one of the industry's leading and most ubiquitous platforms."

"Partners that are VMware Cloud Verified provide organizations with complete and advanced VMware Cloud technologies, along

with interoperability across clouds for greater advantage for their customers' businesses," said Jim Aluotto, senior director, cloud provider business, Americas region, VMware. "Cloud Verified services delivered by VMware Cloud Providers can provide the efficiency, agility, and reliability inherent in cloud computing. We look forward to supporting C3 as it empowers organizations with a simple and flexible path to the cloud." □

Profitec Unveils Real-time Revenue Recovery

Profitec is using the CVx event to highlight the newest addition to its OmniBill product line designed to support revenue recovery on-demand, inclusive of sales and telecom taxes.

The new InstaBill supports real-time invoicing for expense items, which involve capital outlay without the need to wait until the traditional end of cycle billing.

The OmniBill solution features modest start-up expenses and low minimums; accurate and reliable service bureau billing; and support for traditional voice services as well as new technology such as UCaaS, 5G and SD-WAN. □

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Unified Office Unveils Hospitality Management Suite

Unified Office, a leading managed services provider offering hybrid cloud-based virtual communications services and business analytics, announced at ITEXPO that it is bringing its award-winning Total Connect Now (TCN) business communications solutions to the hospitality industry. This offering integrates with leading hotel management and messaging services such as Opera, Synergy and Kipsu to provide full customer visit, bookings and preference details with each incoming call along with other productivity tools, explained the company.

As a part of this offering, Unified Office also has created an in-room portal for guests to be referred to local vendors and service providers, such as restaurants and tourist venues. In-room concierge features – including self-ordering functions for room service and housekeeping and other services – also are fully integrated into the in-room portal to increase staff effectiveness and guest experience.

“Unified Office has provided us with a reliable, high quality, business class voice communications service that is simple, elegant and easy-to-use with applications such as real-time performance analytics, the latest in call choreography and automated notifications for reservations and scheduling, all woven right in to improve the effectiveness of our business operations,” said Maximo Soncini, revenue manager at The Albion Hotel Miami Beach, a Rubell Family property. “They took our hotel from an outdated system that was very inflexible and delivered 21st century capabilities, enabling us to operate more efficiently and provide a higher level of customer service to our guests.”

Total Connect Now is an easy-to-use, managed business communications service that integrates voice and video communications, messaging, service-level monitoring, business continuity and business analytics tools into a seamless, high-quality, reliable communications service that can be configured to meet the unique needs of any business, said Unified Office.

“Hotel operators are experiencing very rapid and dynamic changes in their business” said Ray Pasquale, founder and CEO of Unified Office. “We designed this service in response to our hotel customers’ expressed needs to first improve their communications services and then to help them with their customer service and operational productivity. No longer will their guests have to



experience dropped or clipped calls, busy signals or, worst yet, being placed on hold or put into voicemail. We are also offering a fully integrated, immersive communications experience for their guests while expanding hotel room revenue-generation opportunities. Unified Office is the only company that can deliver this level of innovation to hotel operators of all sizes.”

Indeed, this offering ensures that hotels will not miss calls and customers won’t receive a busy signal or be placed on hold. Employees can answer and transfer calls from any device, from any location. They also can easily change their messages on hold, and their voicemail and

text messages, and add customized call flows themselves dynamically whenever they choose. Hotel managers also can use Unified Office’s analytics for an at-a-glance view of customer service responsiveness in real-time for pending guest requests for housekeeping, front desk, room service and other guest service offerings.

“It has been some time since hotels have been able to monetize services in their rooms beyond ordering from the hotel restaurant, video on demand and concierge services,” Pasquale added. “Our in-room portal enables hotels to partner with local vendors and earn commissions on services and goods ordered from the hotel room.” □

Sensus Launched by Fiber Mountain

Fiber Mountain, a provider of managed fiber connectivity for hyperscale, enterprise and colocation data centers, has announced Sensus, an innovative patch panel. Sensus technology illuminates the previously unmanaged physical layer by gathering real-time information via the use of sensors in cables and connectors, thus putting the physical layer infrastructure of a company on the road to digital transformation. Sensors and the use of central software put information about the network at the fingertips of network operators, providing real time network knowledge, unparalleled security, predictable growth management and enhanced uptime, said the company.

(Continued on page 21)

Tallac Ups Level of SD-Branch Remote Site IT Automation

Tallac Networks is unveiling new capabilities designed to improve the delivery of IT to the branch office through Tallac's remote site automation appliance and service.

The Tallac SD-Branch Remote Site Automation solution provides cost-effective, cloud-based, integrated branch office connectivity with built-in automation to improve uptime, responsiveness and overall efficiency of managing remote sites, said the company. The solution automates many of the functions performed by site IT while offering a simplified and cost-effective approach to network connectivity, application enablement and automated response and resolution of issues at branch offices and remote sites. It provides branch office connectivity with integrated WAN/internet, gigabit PoE switching ports, AC power ports and USB ports for automated LTE failover. In addition to providing branch office connectivity, the Tallac solution automatically identifies and resolves common networking problems without having to send an IT tech onsite, improving uptime, security and responsiveness.

For example, the Tallac solution provides monitoring of WAN/internet connectivity and takes automated action for internet recovery in the event of an interruption in connectivity in addition to implementing automated policies that provide failover of business-critical traffic to LTE to ensure applications and devices are always operational. Remote power control provides

the ability to reboot a port/device based on a command, a schedule or a specific event (such as an interruption in connectivity) via automated policies to improve uptime and responsiveness.

"Tallac is radically changing IT for branch offices and remote sites. The Tallac solution

automates key tasks, keeps sites secure and prevents unplanned service calls to remote locations. The goal is to provide a 24x7 presence everywhere, so users have uninterrupted access to everything they need," said Bill Johnson, president of Tallac Networks. □

(Continued from page 20)

Patch panels in the Sensus family are equipped with LCD touchscreens, integrated near field communication (NFC) readers and per-port LEDs. Fiber optic cables including LC connectors and 8-fiber MPO, 12-fiber MPO, or 24-fiber MPO connectors have a field-upgradeable clip that provides readable uniqueness to each end of the cable. Cable ends are equipped with NFC technology that can be read by Sensus patch panels or a mobile device such as an iPhone or an android device capable of reading NFC. The Sensus system is modular and allows mixing of different types of connectors including single mode and multimode in the same chassis. □

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CloudGenix Helps Aaron's Blaze Trail for Modern Retail Infrastructure

CloudGenix, a leader in enterprise SD-WAN, this week announced its partnership with Aaron's, Inc., a leading omnichannel provider of lease-purchase solutions, and its divisions Aaron's and Progressive Leasing, as the retail company continues its digital transformation. CloudGenix assists Aaron's with cloud services and branch office connectivity.

With \$3.9 billion in LTM revenues and nearly two million customers, Aaron's serves a large market through multiple channels and products. The Atlanta-area based specialty retailer has been in business since 1955 and supports roughly 10,000 employees. The company's technology team includes 250 people focused on support, infrastructure and application development, along with product management and user experience. The technology team is based in Kennesaw, Ga., with field technology employees assisting with store updates.

Aaron's has adopted the CloudGenix CloudBlades platform to deliver IT solutions to all the company's 1,600 stores. The first step was to create a foundation with SD-WAN to centralize IT. Then the technology team adopted more cloud services for general productivity applications. The company migrated from on-premises Microsoft Exchange to Office 365, allowing stores to be online and connected to the network. As a result, the technology team is now nimbler in providing a better user experience for employees and customers, said the companies.

"With CloudGenix, not only are our applications and data moving to the cloud but also our remote office infrastructure. We now have an app-centric view of the world and not a protocol sense of the world. We are becoming less and less beholden to hardware refresh cycles and burdensome integration," said Aaron's chief information officer John Trainor.

Today, the technology team can deploy point-of-sale systems to all 1,600 locations in 27 minutes, and with the CloudGenix analytics tools, the company's technology team has greater visibility into daily operations, said Trainor.

"What takes other retailers many months, we do continuously. And, because of our centralized model conversion, we aggregate data from stores in real time. With analytics at our fingertips, we can better serve our stores. We truly have a modern development environment," he added.

In addition to providing better network performance, CloudGenix assisted the company with a smooth migration to VoIP. CloudGenix balanced the network and cloud infrastructure through bimodal IT, which eliminated a "boat anchor issue." CloudGenix also helped the company achieve network parity with DevOps, support, monitoring and analytics through guidance on multi-cloud services and layer abstraction.

Trainor and his team plan to continue to partner with CloudGenix, implementing more of the CloudGenix CloudBlades platform. CloudBlades securely delivers best-of-breed branch infrastructure from the cloud. With CloudBlades, network (SD-WAN), security, voice, multi-cloud access and operational tools can be delivered without additional hardware or software. CloudBlades also supports Aaron's desire for an API driven network infrastructure.

Trainor and his team pointed to the challenge of getting network performance right, and he credits the CloudGenix partnership with empowering the infrastructure team: "CloudGenix helps put them in a lean-forward position versus a lean-backward position," he said. "The level of engagement of CloudGenix is unmatched. The team, including the CEO, is easy to work with and responsive." □

Telarus Names VP of Biz Dev, Contact Center

Master agent and CVx exhibitor Telarus recently announced the hiring of industry-veteran, Brandon Knight, as its new vice president of business development – contact center. In this role as head contact center evangelist, Knight will specialize in helping Telarus sales partners design, present and close large unified communications and contact center opportunities.

According to Telarus, unified communications and contact center are the fastest-growing segments of the company's product portfolio. When selling these technologies, Telarus sales partners will have access to Knight's extensive knowledge and can present him to their customers under their brand.

Knight comes to Telarus having run global sales for Serenova, a leading contact center provider. He also ran the CCaaS practice of Intelisys, where he designed training and directly supported channel partners with their complex CCaaS deals. Before getting into the channel, Knight was a contact center manager for Humana, Healthsystems, Travelers and Sprint.

"We are excited to turn the keys of our CCaaS practice over to someone as dynamic and knowledgeable as Brandon," said Roger Blohm, executive vice president and leader of the Telarus business development team. "Everyone who knows Brandon knows he is an all-star in the CCaaS industry. With over 25 years of combined experience running contact centers, consulting for contact centers and running contact center practices, he'll hit the ground running with our sales partner community hungry to sell CCaaS."

Knight's greatest skill isn't just understanding the differences between the many suppliers in this space, said Blohm; "it's knowing exactly when and where each one is a fit. His ability to understand the customer's needs, to design the perfect solution, and then to help present that solution directly to the client will help our partners be experts in front of their customers."

"There is only one person I know who understands how to sell complex contact center infrastructure, knows how to inspire our sales partners, and knows how to lead a contact center practice with optimism, strategic thinking, and straight-talk, and that person is Brandon Knight," said Scott Forbush, senior vice president of sales for Telarus. "During the many years I've worked with Brandon, I have seen first-hand his ability to educate customers and agents in a way that is rare in this industry. This ability to listen, ask question and carefully step customers and sales partners through the design process will be key to Brandon leading our CCaaS business development efforts." □

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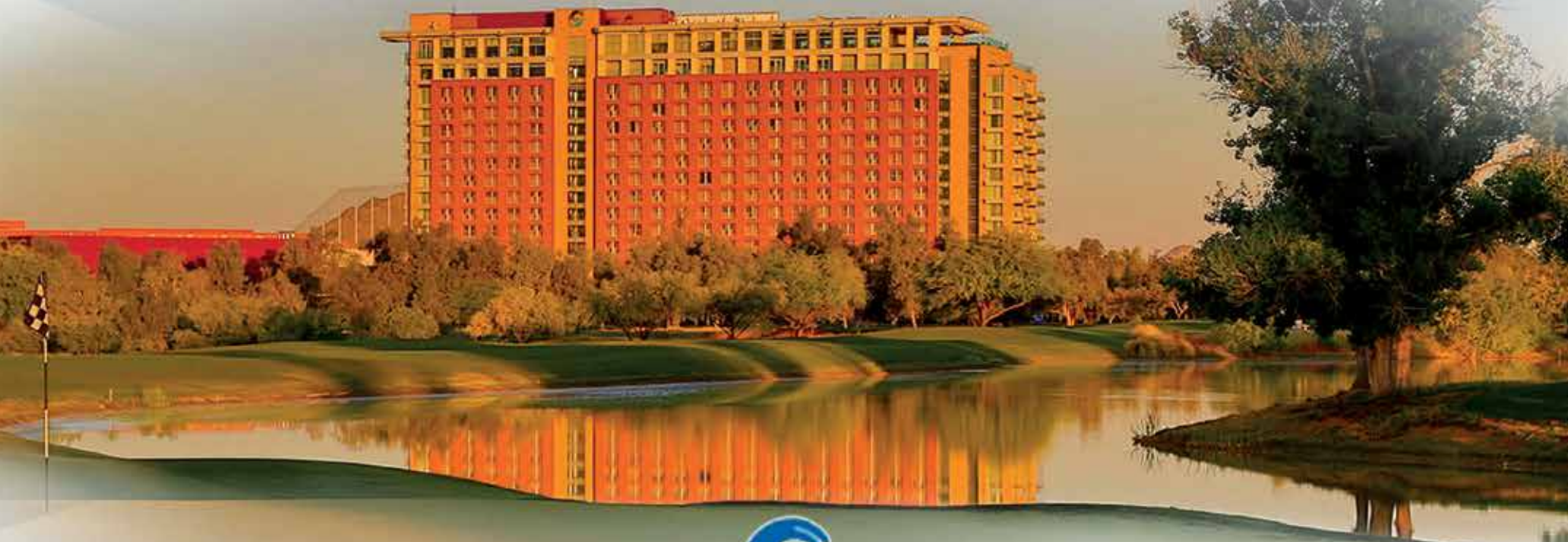
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Powernet Brings Opportunity to ITEXPO 2020

Powernet brought more than just marketing materials to the Ft. Lauderdale/Broward County Convention Center. The company is showcasing its new product offerings including its IPTV solution and Data Backup & Disaster Recovery services. Additionally, the Powernet team will be offering job opportunities to fill open channel sales manager roles.

Powernet's IPTV solution is a flexible, cost-effective platform that can connect clients with the high-quality service and programming they have come to expect from full-service entertainment platforms. The Data Backup & Disaster Recovery offerings provide clients with a high-end solution powered by VEEAM that seamlessly backs up data with high availability, allowing clients to access the data they need in the event of a cyberattack or natural disaster.


The CVx exhibitor also is now accepting applications for channel sales manager (CSM) roles across the U.S. As a CSM, you'll be responsible for building/maintaining relationships in the channel and training channel partners on products, positioning and sales techniques, in an effort to maximize their revenue potential. If interested, send your resume to penny@powernetco.com or stop by the Powernet booth #917. 

Softphone App Available for Xorcom PBX

Xorcom announced the availability of the Xorcom CloudPhone softphone app for iOS and Android phones. The Xorcom CloudPhone softphone app is fully integrated with the CompletePBX product range, from PBX appliances to PBX virtual machines and multi-tenant PBX platforms.

The Xorcom CloudPhone app was designed to offer seamless provisioning to support deployment in any size organization, allowing employees to be available on their mobile phone without compromising their privacy, and admins to be able to control the call flow for a mobile workforce.

"The Xorcom CloudPhone softphone app is a major improvement for the Xorcom PBX product line" said Eran Gal, Xorcom's CEO. "We were committed to bringing our client base an integrated mobile client that will support mass deployments and provide top-of-the-line voice quality. Organizational chart is another important feature of the Xorcom CloudPhone, allowing employees to communicate, perform group discussions and send updates to groups."

The Xorcom CloudPhone mobile softphone is available via the Google Play and Apple App Store and requires a license on the CompletePBX side. 

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TelcoBridges, netsapiens Partner to Aid Network Transformations

TelcoBridges and netsapiens announced on the show floor a partnership designed to make it easier for service providers to transform their legacy TDM networks into an IP core infrastructure, while bringing new features to customers that lower operating costs and yield better profitability.

By partnering together, TelcoBridges, a leading designer and manufacturer of carrier grade SBCs and VoIP gateways, and netsapiens, providers of the SNAPsolution unified communications platform, are facilitating better technical, marketing and sales collaboration, which makes it easier for service providers and enterprise customers to enhance their business processes, increase productivity and lower their operating costs.

"The partnership between netsapiens and TelcoBridges brings together two key

network elements that enable network transformation, speed the conversion of legacy TDM service to an IP core architecture, and deliver a host of features that lower operating costs and enhance profitability," said TelcoBridges' chief marketing officer Alan Percy. "This week at ITEXPO, we're looking forward to discussing the many benefits that our partnership brings to service providers and enterprise customers."

"With a number of successful joint customer deployments, we felt it's time to formalize our relationship through further collaboration with TelcoBridges on a variety of technologies," added Dave George, vice president of revenue at netsapiens. "We look forward to having TelcoBridges participate in our upcoming User Group Meeting and future joint customer wins." □

Frontier Strengthens Management Team

Frontier Communications Corporation recently announced that Mike Shippey has been appointed senior vice president, wholesale services, effective immediately. Shippey will lead Frontier's carrier and wholesale business, including oversight for sales and marketing, innovation in new solutions and the customer experience.

"The finance committee, with the support of the full board, recruited CEO Bernie Han, a first-rate operator, as part of a broader transformation and a commitment to upgrading talent across the organization," said Rob Schriesheim, chairman of the finance committee of Frontier's board of directors. "We remain focused on strengthening Frontier's management team, and the appointment of Mike Shippey is the next step in our efforts to ensure the successful execution of our strategy."

Shippey most recently served as president, wholesale of Windstream Holdings from 2014 to 2018, during which time he led a \$700 million business and managed a 500-person team. Prior to Windstream Shippey held executive level and other leadership positions at YMAX Communications, Covista Communications and Teleglobe.

"Recruiting top management talent is critical to implementing our vision and executing our strategy," said Han. "This means identifying and attracting leaders with track records of delivering results in areas important to our business. We will continue to appoint leaders known for delivering performance, and Mike is a perfect example of our commitment to doing so."

Shippey will be based in Dallas, and reports to John Maduri, executive vice president and chief customer officer. □

Konftel Presents New Camera System and Speakerphone

Swedish teleconferencing products provider Konftel is using this year's ITEXPO to present its new CC200 system for video and audio-conferencing. The CC200 comprises a conference camera with integral video codec and support for collaboration applications such as Teams, Zoom and Webex. The new Konftel 70 speakerphone forms a component of video packages for "huddle rooms" (small conference rooms) and medium-sized meeting rooms, said the company.

According to Frost & Sullivan, the global huddle room video conferencing devices market is expected to expand by 38 percent between now and 2023, as the corporate culture trend is toward more meetings with fewer participants and at least one person taking part remotely.

Tommy Edlund, global sales director, said Konftel already has seen strong demand for the USB video kit that the company brought out in autumn of 2018 for meeting rooms of all sizes.

The Konftel CC200 is the first model in the company's new product category: Collaboration Cameras. The all-in-one device for video conferencing supports SIP and H.323, so it works with all standard-based video systems, equipment and video conferencing services.

Konftel product manager Torbjorn Karlsson said it takes no more than a few minutes to install a Konftel CC200, and there is no need to run new cables in the room. He said it provides sharp video and stable audio, as it does not depend on the quality of a PC to function as a video platform.

The camera has a 4K sensor and video resolution of 1080p. There are two channels for camera and content sharing at the same time. The camera angle is 102 degrees and there is five times digital zoom. There are four built-in microphones and active sound optimization through Konftel's OmniSound functions. The user interface includes remote control, touchscreen, Bluetooth keyboard/mouse, web interface and the mobile app Konftel Unite. □

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ADTRAN Expands SD-WAN Portfolio for SMBs

ADTRAN, Inc., a provider of next-generation open networking and subscriber experience solutions, announced at ITEXPO the launch of its ADTRAN 934 SD-WAN edge platform.

ADTRAN's cloud-based SD-WAN solution works in conjunction with the on-premises ADTRAN 934 edge platform. Unlike first generation, CPE-based solutions, ADTRAN leverages intelligent cloud software and a dedicated backbone network, controlling traffic to and from business-critical SaaS applications. This unique cloud-based networking approach brings simplicity and flexibility to small to medium-sized businesses (SMBs) and distributed enterprises, said the company.

The 934 solution is based on Intel's x86 architecture that enables an open, virtualized approach to easily expand applications and networking functions – regardless of the developing vendor. ADTRAN's approach enables managed service providers to transparently integrate with existing security solutions and seamlessly adapt to any change to network or application usage, making the transition to SD-WAN easier, faster and more affordable, said the company.

"The SD-WAN market continues to rapidly grow, reaching over \$1 billion in annual sales, and we're seeing many managed service providers add this type of service to their portfolios," said Lee Doyle, principal analyst at Doyle Research. "It is critical they have the ability to easily and quickly add and provision new services in order to stay competitive and optimize customer experience. Platforms based on the Intel x86 architecture will support multi-vendor environments, making it easier to add any virtualized feature that will add value to the service bundle."

Unlike many edge-based or next-generation firewall-based SD-WAN solutions, ADTRAN's improved SD-WAN cloud approach supports active-active WAN links, inbound QoS, single IP failover and a cloud gateway component for control of cloud-based content. The solution employs multiple gateways across the continental U.S. with

redundant connections, upstream feeds and each location provides multiple entry points to maximize performance and provide failover protection.

"ADTRAN is committed to developing solutions that enable our customers to build and manage networks the way they should be. For SD-WAN, that means a solution that is not disruptive to other critical business systems and, even more importantly, a solution that automatically adapts to our customers' ever-changing cloud application and business needs," said Chris Thompson, director of software products and solutions at ADTRAN. "The

934 solution builds a strong foundation for our SD-WAN portfolio where we will be layering on valuable applications and features that drive even more value into the business network."

ADTRAN will lend its SD-WAN expertise to ITEXPO this week in Ft. Lauderdale, including Thompson speaking at the collocated MSP Expo on Thursday, February 13, at 1:00 p.m. In the session titled, "Setting Up for SD-WAN Sales Success," Thompson will join a panel of thought leaders to answer the biggest questions managed service providers face when looking to add SD-WAN services to their portfolio. □

SkySwitch, Datagate to Provide Resellers Advanced Billing Integrations

Datagate Innovation, a provider of SaaS telecom billing solutions for MSPs, and SkySwitch, a leading channel-only white label UCaaS platform provider, announced that SkySwitch is now Datagate's first authorized sales and support partner in North America. The announcement of this new relationship, which creates an efficient platform for resellers to manage and bill customers, was made here at ITEXPO 2020 in Fort Lauderdale, Fla.

Essentially, Datagate is bringing its telecom billing solution directly to SkySwitch resellers, further positioning SkySwitch as a single-point supplier to white label telecom resellers, VARs, ISPs and MSPs.

This is a first for Datagate in North America, said Datagate CEO, Mark Loveys.

"By working with SkySwitch, we're able to provide our billing solutions directly to their reseller base, bringing to them significant efficiencies for all parties involved," said Loveys. "Datagate has strong synergies with SkySwitch, as we both service MSPs and CSPs that resell telecom services under their own brand. Together, we both bring strong partnerships and integrations, including those with ConnectWise and others."

In addition to ConnectWise Manage, Datagate also integrates with QuickBooks, Xero and other popular accounting packages.

"Datagate's appeal to our SkySwitch resellers is that it tightly integrates with ConnectWise Manage, and other solutions and services they use, to offer them greater efficiencies and higher profitability," said SkySwitch president and founder, Eric Hernaez. □

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