

NOW NAMED AN AVAYA

CHANNEL PARTNER

Black Box Network Services has become a Silver-certified Avaya Channel Partner, expanding our capabilities as communications integrator.

Now, our teams of highly skilled technicians are authorized to design, install, and maintain Avaya's state-of-the-art business communications systems, helping enterprises of all sizes greatly enhance their business operations with advanced unified communications, collaboration, and contact center solutions.

“Avaya Channel Partners are critical to the success of our business,” said Carol Giles Neslund, vice president, North American Channels, Avaya.

“They deliver value, innovation, and service to Avaya customers.

Black Box is well known for its deep technical expertise, extensive coverage, and high client satisfaction rate and will play an important role as we grow our channel sales.

Avaya's channel certification program helps us ensure that customers have a consistent, quality experience from purchase through implementation and ongoing support.”

“We are very excited to become an Avaya Channel Partner,” said Terry Blakemore, Black Box’s president and chief executive officer.

“As a market leader in the enterprise communications space, the addition of Avaya’s cutting edge solutions to our portfolio creates another very compelling technology option for enterprise customers.”

According to Christine Tenneson, Research Director at Gartner, integrators are a crucial part of the enterprise communications value proposition.

Having a close-knit partnership with your client is invaluable to the manufacturer as well. By encouraging and maintaining these important relationships, only the best options are available to your clients.

We believe that diversification is a key element in today’s multi-vendor environment. Communications integrators with diverse portfolios, like us, can offer clients more choices. The Silver-certified status recognizes our capabilities in the sale, design, implementation and maintenance of Avaya systems, software, and solutions.

Source: <https://bboxblog.wordpress.com/2009/11/20/now-named-an-avaya-channel-partner/>