UXC Connect recognised as Cisco TelePresence Video Advanced Plus Authorised Technology Provider partner in Australia

UXC Connect recognised as Cisco TelePresence Video Advanced Plus Authorised Technology Provider partner in Australia

Sydney, Australia – 19 July, 2012 – UXC Connect announced today that it has achieved TelePresence Video Advanced Plus Authorised Technology Provider (ATP) status from Cisco. This designation recognises UXC Connect as having fulfilled the training requirements and program prerequisites to sell, deploy and support Cisco TelePresence Video products and solutions at the Advanced Plus level.

The Cisco TelePresence Video Advanced Plus ATP Program is focused on providing a new way of working in which everyone, everywhere can be more productive through face-to-face collaboration with TelePresence Video solutions. The Cisco TelePresence Video Advanced Plus ATP program builds on a partner’s deep knowledge of TelePresence video and extends its offerings to sell and support the single-screen Cisco TelePresence solutions based upon the Cisco Unified Communications Manager platform and Telepresence Interoperability Protocol.

Iggy Pintado, Director, Marketing and Innovation at UXC Connect said that the company’s investment in this ATP program demonstrates UXC Connect’s ongoing commitment to connecting technology to business outcomes for its customers.

“There’s no question that a well-designed and successfully implemented Telepresence solution can provide impressive productivity gains for a range of corporate customers, nonprofit organisations and government departments,” said Pintado. “When you combine UXC Connect’s ability to define and implement the appropriate technology solution, with the consulting skills required to drive the necessary organisational behaviour change, UXC Connect is well positioned to help its customers maximise the value of this investment.”

“The Cisco TelePresence Video Advanced Plus ATP Program is designed to enable partners to take advantage of the tremendous market opportunities ahead — not only in the telepresence space but also in the overall collaboration market,” said Richard McLeod, senior director of collaboration for worldwide channels at Cisco. “As a Cisco TelePresence Video Advanced Plus ATP Partner, UXC Connect has made an investment in the sales, technical and life cycle services capabilities to deliver the industry’s most comprehensive and interoperable Cisco TelePresence Video portfolio.”

The Cisco Authorised Technology Provider (ATP) Program is part of the Cisco go-to-market strategy for emerging technologies. The program helps Cisco to define the knowledge, skills and servicesthat channel partnersneed to successfully sell, deploy and supportan emerging technology. As the market changes, an ATP designation may be discontinued or may evolve into a Cisco specialisation.

-ends-

About Cisco TelePresence and Video Collaboration Solutions

Cisco TelePresence and Video collaboration solutions provide life-like, high-definition, conferencing facilities with superior audio and video, allowing participants to meet their colleagues, customers and business partners across a virtual table. Participants can enjoy a same-room meeting experience, even if they are located in different locations around the world. Participants can also meet more often and enjoy more productive sessions, helping to improve business interactions while potentially building stronger customer relationships, accelerating sales cycles, improving project management and forming tighter integration with remote offices.

About UXC Connect

UXC Connect is a leading Australian IT infrastructure solution provider that connects technology to business outcomes. Offering broad and deep capabilities across market-leading products and services, it offers Core and Specialised Infrastructure Solutions, including Outsourcing, Cloud Brokering, and Managed and Support Services. With innovation as its guiding principle, it is driven by a flexible and agile approach to solution design, delivery and support.

UXC Connect is a wholly owned business of UXC Limited and employs more than 620 staff across the country. Its head office is based in Sydney, with six state offices and staff located on-site at customer premises. UXC Connect prides itself on commanding a major presence in the Australian technology market. Cisco, the Cisco logo and Cisco TelePresence are trademarks or registered trademarks of Cisco and/or its affiliates in the U.S. and other countries. A listing of Cisco's trademarks can be found at www.cisco.com/go/trademarks.

For more informationAdam KnightEspresso Communications
adam@espressocomms.com.au
+61 2 8016 2200Amanda Conroy
Espresso Communications
amanda@espressocomms.com.au
+61 2 8016 2200+ 61 422 472 883