2022

VISIONARY SPOTLIGHT AWARDS

CHANNELVISION

WINNER

ChannelVision Magazine is proud to announce its 2022 Visionary Spotlight Award winners. This year's honorees recognize innovative solutions and the industries commitment to adapt to a changing workplace.

"The competition this year will be remembered for the applicants' unique approaches to solving issues and creating solutions that answer the call of partners and end users," said Beka Business Media president and CEO Berge Kaprelian. "We had a record number of total entries, which made this year's competition tougher than ever. But at the end of the day, the companies named have proven they meet the challenges of today's changing workplace. On behalf of ChannelVision, I would like to congratulate all our 2022 VSA winners, and I would like to thank all those who submitted entries."

OVERALL EXCELLENCE

Channel Deployments of the Year

Versa Networks

Southeast Christian Church (SECC) is a leading church in North America. The church had layer-2, point-to-point legacy multi-location network expansion plans, but it realized it needed a solution that leveraged multiple connectivity. It chose Versa's VergX SD-WAN. The system was tested in December following the bomb explosion in Nashville. The church had planned to stream its Christmas services live. With networks down across the Southern United States, homes and businesses were left without internet. With the VergX SD-WAN solution, SECC never lost connection. When the primary fiber connection went down following the explosion, the SD-WAN automatic failover switched to the broadband connection.

Best Emerging Technology Breakthroughs

Granite

In 2021, Granite introduced Granite EPIK, a next-generation managed POTS replacement service that helps companies evolve their networks to IP while supporting business-critical specialty lines that rely on legacy TDM landlines. Granite EPIK is qualified as a managed facilities-based voice network device and provides a POTS alternative that is compatible with fire, safety and virtually all other analog devices.

Impartner

An Impartner and Google partnership has developed Google Ads for the Channel. Google Ads for the Channel allows brands to create and implement local Google Ads campaigns for all their channel partners, requiring no effort at the local level. The brand has complete control and visibility. Google Ads for the Channel is a manageable and efficient solution for channel managers to optimize their indirect sales and overall marketing strategy through digital marketing.

Nynja

Nynja developed a comprehensive Integrated Workstream Collaboration platform that addresses the needs of remote workgroups, gig workers, freelancers, contractors and others. The platform empowers users to conduct a range of business functions as easily on their mobile devices, all from a single app.

Telesystem

Telesystem's Wi-Fi Engagement and Analytics can transform a business's managed Wi-Fi into a revenue generating and analytics gathering machine that offers visibility into its customers. The captive portal gathers information about who is occupying the space and how they move about via built-in Bluetooth beaconing. Once connected, key contact and demographic information are captured, allowing businesses to get to know their visitors, analyze data and follow up with personalized marketing campaigns. Telesytem's Advanced Wayfinding technology offers health care campuses real-time location tracking indoors, and the ability to create personalized and end-to-end navigation experiences for patients, guests and employees.

Wildix

With the release of x-hoppers, Wildix has developed a solution designed to facilitate better communications between retail employees across all departments and their customers to increase customer conversions and retention. x-hoppers is a retail headset system that combines wireless push-to-talk headsets with a cloud-based communications system.

Channel Programs of the Year

AireSpring

Airespring relies on channel partners and created its program to ensure partners have the resources, tools and support they need. AireSpring's Channel Managers (CMs) are located nationwide because it recognizes the value of regional support. It recruits top talent in targeted locations, and this year expanded its roster of veteran CMs. The sales team has one role: helping channel partners close deals. Airespring offers partners lucrative evergreen commissions, SPIFFs on renewals and tiered commissions that allow partners flexibility in pricing services.

Aryaka

The Aryaka Accelerate Partner Program unifies the company's partner-led go-to-market strategy under a comprehensive plan. The program empowers partners to tap into expanded revenue opportunities through Aryaka's SD-WAN and secure access service edge (SASE) solutions. Accelerate offers a revenue partnership for SD-WAN and SASE services.

Catapult by Altaworx

Catapult by Altaworx is a Streamlined White Label Reseller Solution. Resources include compliance as a service, revenue assurance with AMOP, BOaaS, Tier 1 support, on-site installation and training of phones to customers, AXIOM sales training, ConnectWise integration, support/demo engineering services, hardware procurement/financing and more.

Corel Corporation

Corel revamped its partner program in July 2021, unifying nearly two dozen products across the company's software portfolio and offering partners resources and support to ensure mutual success. The program enables Corel's channel team to make it simpler to empower their customers and grow their businesses with Corel's product offerings.

Cox Business

After four years of centralizing the Cox Business Channel Program the company has seen more than 30 percent year-over-year growth. With a support team of more than 40 team members, Cox provides excellent responsiveness and seamless sales support and service delivery. It also has updated marketing support tools and as well as sales, product and technical training.

Cyxtera

The Cyxtera Ecosystem Partner Program was launched to enable customers to exercise greater creativity and agility in managing their IT strategies through an as-a-Service (XaaS) model. Cyxtera's Ecosystem Partner Program enables partners to reach a global customer base through the Cyxtera Marketplace and go-to-market activities. As a result, the concept has attracted 25 percent more partners. The program provides a basis for growth and expansion of Cyxtera' partners' businesses selling to customers.

FluentStream

FluentStream enhanced its Partner Program to include a commission Buyout Incentive. Historically, partners lacked reward opportunities for commission streams they built. FluentStream's Buyout Incentive gives partners the opportunity for a one-time commission buyout when they reach a commission threshold.

For2Fi Inc

For2Fi is a wireless managed service provider that offers a managed 4G/LTE and 5G service providing Cradlepoint and unique data plans leveraging top carriers in North America. For2Fi is a 100 percent channel-driven provider with no direct sales. It provides internet connectivity in 24 to 48 hours and helps partners solve immediate critical needs for their customers.

Granite

In April, Granite launched a VAR Partner Program to empower value-added resellers. The program focuses on serving hardware and software resellers working with Cradlepoint, Fortinet and Juniper Networks. Granite helps VARs by removing obstacles to sales and adds recurring revenue streams for advanced services, such as secure SD-WAN, wireless WAN and AI-driven cybersecurity.

National Retail Solutions (NRS)

National Retail Solutions offers $325 per sale plus 25 percent of the residuals from every POS sale, 35 percent of Merchant Loan Residuals, high percentages of Credit Card Processing and other bonuses. NRS has e-commerce bundles where it builds a URL for a store and makes it possible for all the items in its POS to be sold online. NRS also offers the Clean Rate, FeeBU$TER (cash discount) and custom rates. The NRS Channel Partners program integrates with its Refer-A-Friend network, which incents customers while boosting distributors' revenue opportunities.

New Horizon Communications Corp. (NHC)

NHC Partners appreciate the network access, overlay and managed services available in the NHC solutions STACK. Partners welcome how NHC manages the details from pre-sales and sales support, order processing, project management, 7X24X365 service and accurate billing. Partners also trust NHC to solve their customers' network needs and to make the process a positive overall experience.

Nextiva

In April, Nextiva enhanced its partner program, NextivaONE, designed to support opportunities for channel partners and customers. It is built for partners and puts an emphasis on simplicity, flexibility and value. The program enables partners to succeed using their preferred growth models and aligns Nextiva resources to support their success. As part of NextivaONE, partners have increased resources, more tools, trainings and certifications.

Peerless Network

Peerless Network offers its SIP and UCaaS products via the channel. Recognizing the need for proven go-to-market channel expertise, Peerless acquired Call One in 2021. Call One's Channel Program was an established program known for building and maintaining excellent relationships with master agents, selling agents and customers. Combining the two teams of Channel Managers has led to a stronger sales team. The practice of involving sales engineers and product managers in the pre-sale process has been adopted. These resources are free to all partners and ensure final solution design and proposals meet the business and technical needs of the agent and the customer.

Quest Technology Management

The Quest Technology Partner Program provides its partners with access to a network of technology specialists focused on combining their strengths with the company's expertise and breadth of products and services to propel their businesses toward results. Quest equips its partners with smart and effective solutions and discusses partners' specific needs in depth so it can customize services and staffing to complement their businesses with Quest.

RapidScale

RapidScale, a Cox Business company, partners introduce complex deals that drive average revenue per opportunities. RapidScale's SD-WAN practice has exploded over the past two years enabling the company to sell alongside partners that had not been selling cloud or managed IT. RapidScale ensured its partners were ready for changes that came from Microsoft's New Commerce Experience (NCE) with in-depth partner training, detailed documentation, articles and open communication. The RapidResponse Support team permits partners' clients to come directly to RapidScale for support.

Schneider Electric

Launched in March 2021, Schneider Electric's Edge Software and Digital Services Program is for partners interested in adopting managed services. Based on survey feedback, partners responded that revenues increased by 30 percent per transaction after adding managed services to their business practice and the transition to a managed power services model added revenue at a critical time – the pandemic – for partners. Additional benefits include the Deal Registration Program, which is designed to increase profitability for full infrastructure solutions.

Telesystem

The Telesystem Partner Program provides brokers and distributors maximum flexibility when leveraging the company's portfolio of products and 24/7 U.S.-based customer support team. Telesystem collaborates with its trusted partners to design customized networking, communication, and managed security solutions to address business-specific needs of SME customers. The Telesystem Partner Program is built around its nine Elite Brokers and fueled by thousands of distributors that receive competitive and timely payments, premium pre-sale support from regional and national channel managers and ongoing best-in-class service and support.

Viirtue

Viirtue's channel program enabled service providers to become digitized with little to no barrier to entry. Viirtue's ViiBE platform provides a mobile first e-commerce experience to end users, as well as all workflows necessary to run a CSP business including wholesale procurement, quoting, e-signature, invoicing, automated usage rating, tax automation and more. Application is free for Viirtue channel partners.

WorkStride

Humanscale needed a CSP to help re-build and manage its B2B channel sales incentive programs. Humanscale needed tools for permissioned controls for different audiences, more automated sales claims collection and validation, timely reward payouts and redemption optionality. The program was built for repeat channel partner usage. Engaging modules and trackers were built into the program solution and incentives targeted to specific audiences based on attributes like location. The automation and strategic design of the platform helped the program scale and pivot to changing market conditions, resulting in more than 400,000 products sold (6,000 percent increase from 2020) and more than $5.3 million (5,000 percent increase) in payouts throughout 2021.

Network Infrastructure Innovation of the Year

Console Connect by PCCW Global

Console Connect's Network-as-a-Service (NaaS) platform provides scalable, flexible and secure networking and a suite of applications designed to simplify complexity and help businesses thrive among an increasingly interconnected ecosystem of digital supply chains, partners and channels. Console Connect's PartnerConnect program has the Console Connect platform at its core to equip partners with access to agile network services, applications and a sales and marketing tools to drive revenue growth and customer success. Console Connect allows users to self-provision private, high-performance connections among a global ecosystem of enterprises, networks, clouds, SaaS providers, IoT providers and application providers.

Innovation in Digital Transformations

Granite

In 2021, Granite acquired EPIK and later introduced Granite EPIK, a next-generation managed POTS replacement service that helps companies transform their networks to IP while supporting business-critical lines that rely on legacy TDM landlines. Granite EPIK is a managed facilities-based voice network device and provides a POTS alternative that is compatible with fire, safety and virtually all other analog devices. Based on a Class 5 Softswitch, the Granite EPIK Edge device emulates a central office, delivering service quality and reliability.

MNJ Technologies

Ignyte, MNJ Technologies' digital transformation business launched in late January, uses the talents and skills of the company's engineering team and IT experts to focus on future-proofing mid-market customers' businesses through digital transformation. Ignyte's cloud services team works with customers to design, build and operate turnkey cloud solutions. The main differentiator with Ignyte is a more pragmatic process that drives risk mitigation through more complete assessments and greater access to proven talent and technology. Key practice areas include cloud, security, technology sourcing, networking, unified communications and SD-WAN.

Quest Technology Management

Quest functions as an integral part of the Crédito Real USA Finance IT team, providing the company with services and executing projects ranging from automating manual reporting activities to database and application development. Quest provides Crédito Real USA Finance with professional services across the coding universe, from SQL to Java and UI/UX engineering.

Unitas Global

Unitas Global enables digital transformation for enterprises in major and emerging markets through its trademarked Unitas Nexus, a design and purchasing platform that provides Expedia-like visibility into global network connectivity options through Unitas Reach. The marketplace platform provides a single, streamlined view that simplifies and automates the buying experience based on each partner's and enterprise's network requirements

Top Innovation Awards

CallTower

CallTower has a one-stop-shop UCaaS portfolio with the security, stability and scalability, robust project management and 24/7 support to keep services running smooth. Its hosted Microsoft services are dynamic and flexible communication solutions for today's growing business needs. The collaborative power of combining Office 365 with Microsoft Teams means communications are within a single solution. CallTower's hosted Cisco solutions provide unified communications capabilities for all businesses. It delivers a seamless user experience with high-quality, scalable web and video capabilities.

CITIC Telecom CPC

Integrating AI-enabled cognitive object recognition solutions with AI, AR, big data, blockchain and IoT into its service portfolio, CPC's team has developed in-house capabilities across intelligent algorithms and an AI platform to empower enterprises to unlock more business potential. Leveraging CPC's external resources to enhance its AI-AR Remote Hand, CPC managed to integrate intelligent algorithms and AR equipment to boost field service productivity by up to 50 percent.

Commio

Commio offers thinQ Voice and teli Messaging solutions to hundreds of SaaS platforms, enterprises and providers. Commio is a leading CPaaS API platform delivering secure voice and messaging solutions. Commio offers reliable, cost-effective APIs and a platform that can be customized to meet unique use cases.

Concierto.cloud (Trianz)

Hybrid and multi-cloud environments are a reality. They drive agility and lower costs. They lead to fragmentation of infrastructure, loss of visibility and a loss of synchronization with constant changes introduced by cloud providers. Trianz introduced Concierto.Cloud to bring everything under a single pane of glass that helps the end-user take charge. The platform comes pre-integrated with third-party solutions, ready to deliver actionable insights across IaaS and PaaS deployments.

First Orion

First Orion helps businesses reach customers by equipping them with the ability to brand their mobile phone communication and deliver secure, trusted connections – adding value to the phone and revolutionizing the way customers engage with their brands. First Orion delivers scam protection solutions to mobile carriers.

Impartner

Impartner released its trademarked Impartner PX PartnerExperience — a PRM interface built to meet the needs of partners. Impartner PX puts the business enablement data partners need to manage their pipeline and grow their business, eliminating the need to dig through marketing-driven websites to find information. With Impartner PX, vendors can configure partner experiences using Impartner PXStudio, a suite of "opinionated" drag-and-drop, widget-based tools.

IntelePeer

IntelePeer augments customer experiences from the cloud with its workflow communication engine platform, IntelePeer's Marketplace. By providing management for voice automation, messaging, AI and analytics, businesses can tailor customer engagement without requiring developer resources.

Masergy

Dole, the food products company, recognizes its IT infrastructure is key to maintain product consistency. Dole's IT leaders knew that making services reliable and sustainable required changes in its network. It chose Masergy, which put 12 Dole network locations on Masergy's software-defined network, providing a reliable backbone and 24/7 service management for critical facilities and operations. The result: rapid, global growth; reduced network costs by 45 percent; Increased IT team productivity; and enhanced reliability for global operations.

National Retail Solutions (NRS)

National Retail Solutions (NRS) launched a Petro Ecosystem Solution to retailers that sell gas. This solution solves the expense issue of EMV compliance. By April of last year, gas stations converted their pumps so they could accept credit cards with computer chips. NRS Petro offered to retrofit the pumps without costly, messy renovations and business downtime. Within the NRS Petro solution is its robust point of sale system that is connected to the pumps outside.

Tarana Wireless

Tarana's G1 platform was designed to address the fixed wireless industry's coverage and capacity flaws. Since G1's launch, Tarana has begun commercial service through MTN in Africa, British Telecom, multiple WISPs in the United States and XCIEN in Mexico. Access to better broadband has proven to yield significant economic benefits at national scales. The G1 platform overcomes challenges associated with NLoS links by leveraging distributed massive multiple-input, multiple-out (DM-MIMO) at the base node (BN) and the remote node (RN).

Telarus

The COVID-19 pandemic caused Telarus' regional learning events and its annual Partner Summit to shut down. However, it was determined to continue to provide its partners with knowledge and know-how from the safety of their homes. It allowed participants to earn points by watching videos, selling a deal, or interacting with a supplier. It hosted three seasons of Race to the Summit where the winner chose between $25,000 cash or a three-year lease on a fully loaded Model 3 Tesla.

ULTATEL

ULTATEL is one of 21 companies worldwide certified by Microsoft to provide SBC direct routing for Teams. ULTATEL has developed and deployed a real-time call recording platform that integrates with Microsoft Teams. This is the first time this capability has been deployed by a provider, and it will be deployed and productized later this year.

BUSINESS TECHNOLOGY

Best International Internet Solutions

Airespring

In 2021, a large manufacturer faced multi-cloud application performance challenges and needed to simplify its management and operability while maintaining security. AireSpring provided the voice, global SD-WAN, connectivity and support services. In addition to providing its AirePBX UCaaS solution and SIP Trunking, AireSpring supplied its Global Managed SD-WAN that provides fast, scalable, and reliable global connectivity for on-premises and public/private multi-cloud application performance.

GTT Communications

GTT's enhanced internet is engineered so enterprise traffic stays within GTT's core IP network for best control and reliable performance; ensures more than 70 percent of customer traffic stays on-net end-to-end; is self-healing and applies predictive routing to maintain availability; applies RPKI BGP session route validation filtering for IP routing security; offers global fulfillment, logistics and installation services through GTT's capabilities and augmented with global partnerships.

Momentum Telecom

Momentum Telecom is a one-stop shop for business-grade, scalable internet access solutions with service coverage in more than 200 countries. Its international reach, lower prices and white-glove support have made it a leading provider of fiber-based network solutions worldwide.

Unitas Global

Unitas Global operates its software-defined network (SDN), Unitas Reach, offering automated ubiquitous edge access to any cloud destination. Unitas Reach provides high performance internet access services, designed for content and applications that require the highest level of performance and resiliency.

Cloud Computing

Ericsson

Ericsson Wireless Office is a modern SaaS platform that enables hybrid workers and simplifies IT. With Wireless Office, a business administrator can quickly build and deploy employee workspaces, complete with desktops, apps, files, and built-in security, accessible from any location, using most popular devices. The ease of automation frees up costly IT resources to focus on strategic priorities, while employees gain the freedom and flexibility to work from anywhere.

Moruga Inc.

MORUGA
IT. Solutions.

Moruga's custom high-performance services and trademarked CHiPS – released in January. It features custom built servers with specific processors, core counts, memory, redundant servers for physical and virtual configurations, high availability switches up to 100Gbps, firewall, storage, carrier access, power, physically redundant data centers with < 5ms latency for active/active performance, virtual load balancing, cloud-based DDOS, failover routing of IP, bot mitigation and network acceleration and protection.

Contact Center/CCaaS

Talkdesk

:talkdesk®

To help brands leverage their contact centers as a strategic asset, Talkdesk created Talkdesk Industry Experience Clouds, which are purpose-built to meet specific vertical needs and bring businesses value. The roster of Experience Clouds include: Talkdesk Financial Services Experience Cloud for Insurance; Talkdesk Healthcare Experience Cloud; and Talkdesk Financial Services Experience Cloud for Banking.

ULTATEL

ULTATEL

ULTATEL has developed a platform for real-time SMS/text post-call surveys that provide contact center operations an additional way to obtain feedback for quality management, quality assurance and workforce management

Cybersecurity

FirstLight Fiber

FirstLight

FirstLight's suite of security solutions provides customers with critical protection against threats from ransomware, DDoS attacks, zero-day vulnerabilities and network breaches. FirstLight delivers secure connectivity over its fiber optic network, and it partners with cybersecurity technology providers to offer complementing services that can eliminate critical gaps many enterprises and government entities have in their cyber defenses.

Netography

NETOGRAPHY

To outpace advanced threats Netography Fusion — a SaaS platform that ingests network metadata from disparate systems, enriches it and provides visibility/attack detection in a simple and easy-to-manage package, while providing reusable integrations to block, reroute, orchestrate, and inform or alert.

Plume

Plume·

A secure Wi-Fi experience is critical for broadband subscribers, especially in the work-from-home culture. Plume's SaaS Experience Platform includes HomePass, an expanding suite of Smart Home Services that includes Guard, Plume's advanced, cloud-based security service that leverages a powerful AI engine to identify, monitor and protect all connected devices on a home network, detect anomalies in device behavior, and quarantine compromised devices to prevent a breach in the network.

Trustifi

Trustifi

Trustifi offers SaaS-based, in-bound and out-bound cyber security protection, including easy-to-use email encryption, data loss protection, anti-malware, anti-virus, and anti-phishing tools. The company's One Click Compliance tool adds compliance regulations to accommodate evolving statutes globally and allows administrators to screen emails to comply with more than 10 regulatory compliance guidelines.

End User Portal

Peerless Network, Inc.

peerless network

The Cloud PBX Me portal provides Peerless Cloud PBX users with seamless, secure and instant collaboration using Peerless' cost-effective and simple-to-deploy solution. Cloud PBX enables extension dialing from anywhere. Virtual extensions allow users to take control.

Enterprise Mobility

Advantix

ADVANTIX

By deploying SmartSIM, Advantix was able to provide cost-effective, high-performing and dependable connectivity for 21,000 handheld devices in stores throughout the United States. Because SmartSIM is a multi-carrier SIM that connects to coverage from 12 North American carriers, the solution offers persistent connectivity and inherent redundancy. If one network experiences problems or fails, the devices connect to the next best LTE/5G network automatically.

CVx EXPO 22

SCOTTSDALE, Ariz.
November 2-4, 2022

TALKING STICK RESORT

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TimelyBill Operations Support System T Mobile VIIRTUE Quest TECHNOLOGY MANAGEMENT Wildix

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After 10 years of highly successful events collocated within the aisles of IT EXPO, CVx is breaking out on its own and launching an independent trade show representing the future of communications and IT channel events

Attendees & Exhibitors Include

- Independent agents & solution brokerages
- MSPs & resellers
- Trusted advisors and IT consultants
- Wholesale communications & cloud providers
- IT & security solution providers

Educational Content

ChannelVision Track – Tools, trends and strategies to help channel partners close deals.

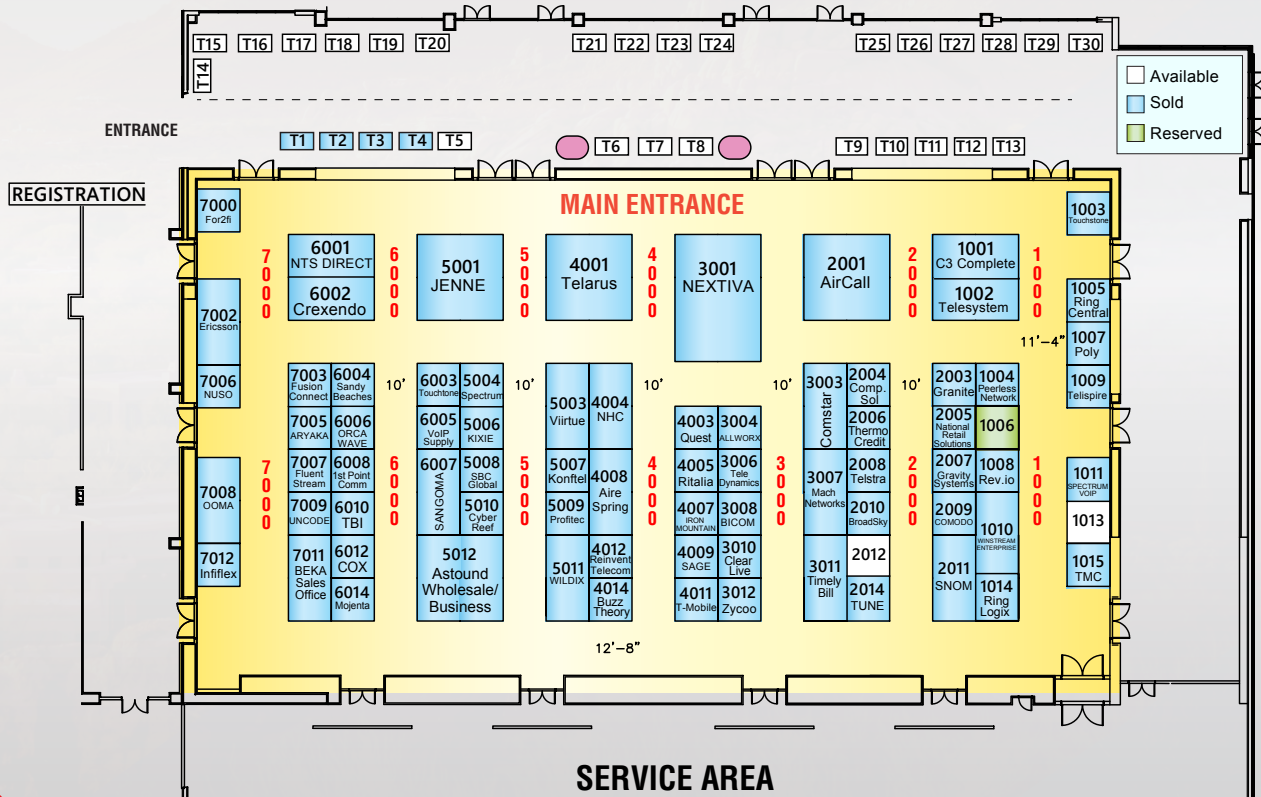**Remote Work Solutions Track** – Opportunities and advice within the red hot WFH space.

Location

Talking Stick Resort & Casino, Scottsdale. Ariz.

Agenda Highlights

- Opening day golf tournament
- Opening night reception
- 3 Days of show floor expo
- 2 Days of educational tracks
- Exhibit hall breakfast buffet
- Exhibit hall lunch buffet

Floor plan / booth map

		Available
		Sold
		Reserved

T15 T16 T17 T18 T19 T20 T21 T22 T23 T24 T25 T26 T27 T28 T29 T30
T14

ENTRANCE

T1 T2 T3 T4 T5 | T6 T7 T8 | T9 T10 T11 T12 T13

REGISTRATION

MAIN ENTRANCE

7000 For2fi

6001 NTS DIRECT / 6002 Crexendo — 5001 JENNE — 4001 Telarus — 3001 NEXTIVA — 2001 AirCall — 1001 C3 Complete / 1002 Telesystem — 1003 Touchstone

7002 Ericsson — 1005 Ring Central — 1007 Poly

7006 NUSO — 7003 Fusion Connect / 6004 Sandy Beaches — 6003 Touchtone / 5004 Spectrum — 5003 Viirtue / 4004 NHC — 3003 Comstar / 2004 Comp. Sol — 2003 Granite / 1004 Peerless Network — 1009 Telispire

7005 ARYAKA / 6006 ORCA WAVE — 6005 VoIP Supply / 5006 KIXIE — 2006 Thermo Credit — 2005 National Retail Solutions / 1006

7007 Fluent Stream / 6008 1st Point Comm — 6007 SANGOMA / 5008 SBC Global — 5007 Konftel / 4008 Aire Spring — 4005 Ritalia / 3006 Tele Dynamics — 3007 Mach Networks / 2008 Telstra — 2007 Gravity Systems / 1008 Rev.io — 1011 SPECTRUM VOIP

7009 UNCODE / 6010 TBI — 5010 Cyber Reef — 5009 Profitec — 4007 IRON MOUNTAIN / 3008 BICOM — 2010 BroadSky — 2009 COMODO — 1013

7008 OOMA — 7011 BEKA Sales Office / 6012 COX — 5012 Astound Wholesale/Business — 5011 WILDIX / 4012 Reinvent Telecom — 4009 SAGE / 3010 Clear Live — 3011 Timely Bill / 2012 — 1010 WINSTREAM ENTERPRISE / 2011 SNOM — 1015 TMC

7012 Infiflex — 6014 Mojenta — 4014 Buzz Theory — 4011 T-Mobile / 3012 Zycoo — 2014 TUNE — 1014 Ring Logix

SERVICE AREA

For more info contact us | berge@bekabusinessmedia.com
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Broadvoice

In response to hybrid workers' growing demand for streamlined communications and collaboration tools, Broadvoice introduced its next-generation b-hive Communicator to give workers a single app for calling, video, text, collaboration, voicemail and fax. This version includes features that enable enterprise mobility with work anywhere.

Tango Networks

Tango's Mobile-X integrates any mobile phone natively into a company's unified communications platform. Mobile-X Extend uses a proprietary SIM from Tango Networks and a cloud-based control plane to integrate any mobile phone as an endpoint on the company UC platform. The company directly controls business mobile communications for its employees, including setting and enforcing policies; capturing, recording or monitoring mobile voice and text; routing mobile communications and other capabilities.

Hosted PBX

ULTATEL

ULTATEL, through its proprietary development, is a provider actively extending the functionalities of Hosted PBX, including breakthrough technologies for Teams and other third-party integrations, products built exclusively for the way businesses work (Ignite for small business) and making advanced capabilities like real-time SMS post call surveys available for any size of business, not just large companies.

International Deployment

AireSpring

AireSpring was chosen to provide, a large global manufacturer with 125 manufacturing, distribution and service facilities, and 7,000 employees worldwide voice, global SD-WAN, connectivity, and support services. In addition to providing the client with its AirePBX UCaaS solution, and SIP Trunking, AireSpring provided its Global Managed SD-WAN, a fully managed, end-to-end SD-WAN service that provides fast, scalable, and reliable global connectivity for on-premises and public/private multi-cloud application performance.

IoT/M2M

Ooma

Businesses face a huge challenge with the impending demise of legacy copper-wire analog phone lines. Ooma AirDial is a solution for the "copper sunset" dilemma – a complete drop-in solution from a single vendor that combines on-premises hardware with fully backward-compatible virtual POTS lines and a wireless data connection to the cloud. Ooma AirDial is a POTS replacement solution that offers remote device management.

Managed Services

FirstLight Fiber

FirstLight understands today's IT environments often lack the in-house resources to manage everything efficiently. FirsLight's Managed Services portfolio ranges from equipment and infrastructure management to managed security solutions including SASE solutions like DNS Protection, Secure Internet Gateway (SIG), and SD-WAN, to Managed Cloud, Server and Data Center services. FirstLight also has capabilities around monitoring technologies and services

For2Fi Inc.

For2Fi has removed the complexity and uncertainty of using 4G/LTE and 5G for primary and back-up internet service. By offering a managed solution with a hardware rental. For2Fi manages, monitors and alerts on the connection and data usage so there are no surprises.

GTT Communications

GTT's managed services are designed to help customers through every stage of their GTT experience, from planning, to building the network and ongoing operations. GTT Managed Network includes SD-WAN as an overlay to broadband internet, broadband wireless, DIA and MPLS while including the management of the CPE. GTT Managed Services provide a cost-effective path for clients seeking a turnkey solution to conserve their internal resources.

National Retail Solutions (NRS)

National Retail Solutions launched Bundle Packages for its monthly service plan. Prior to that Bundles were sold a la carte. On the previous structure, with just one POS service plan, monthly fees could be cost-prohibitive, so, in 2021 NRS launched its tiered Bundle Plans; Basic, Pro, and Advanced. NRS makes it possible for a retail store to sell everything on its POS online, with eCommerce. NRS builds a URL for the store so it has its own site where customers can order. With the Advanced Package, NRS created Loyalty Programs for the stores.

RapidScale

For IT and business leaders looking to scale, secure, and simplify their IT, RapidScale, a Cox Business Company, is a next-generation managed cloud services provider that aggregates best-in-class cloud technology under a single management portal, enabling IT to accomplish more and providing an exceptional end-user experience. With RapidResponse Support, users come directly to RapidScale for support, and its 100 percent U.S-based, certified engineers solve issues.

Multi-location Deployments

Comstar Technologies

Comstar Technologies provides an all-encompassing approach to multi-location deployments. Active in all 50 states and 66 international destinations, Comstar keeps your businesses connected and team members collaborating, regardless of their location. From two locations or 2,000, all solutions are scalable, customizable, and fully supported 24/7/365 by Comstar's in-house, U.S.- based team.

Granite

Granite has expanded its Granite Guardian managed services portfolio with the Granite Premium Dispatch for rapid response to system issues by the right technicians with the right hardware and expertise. Granite Guardian is a comprehensive managed network solution that safeguards business connections from WAN to LAN using "as-a-service" delivery. With Granite Guardian, multilocation organizations can offload network management to Granite's Network Operations Center (NOC), which delivers 24/7 monitoring and management of network and devices from end-to-end.

Peerless Network

At Peerless Network, more than 70 percent of its customers have five or more sites. Every multi-location deployment requires an understanding of the customer's desired outcomes. Peerless follows a project management process and thorough communications practices with each customer. Peerless does the work upfront for every customer. Sales engineers are involved pre-sale to design a solution that is right. Once sold, project managers work with the customer each step of the way.

Tarana Wireless

Tarana launched its next-generation fixed wireless solution – the Gigabit 1 (G1) Platform – last October. G1 leverages 12 years of R&D to deliver fiber-class service at distances exceeding 10 miles with immunity to obstructions or interference from other networks – demonstrating performance and network economics legacy fixed wireless solutions.

Telesystem

Telesystem's managed experience is a primary differentiator when designing multi-location deployments, encompassing everything from discovery and implementation to U.S.-based 24/7 support and the ability to aggregate and design tailored solutions for our customers. Owning and operating its own network and data centers gives Telesystem the ability to offer fully managed technology solutions and tailor them to address the business-specific needs of each customer as well as a single invoice solution.

SaaS and Cloud Applications

AMOP

Advanced Management Operations Platform (AMOP) helps customers automate the processes that take time and cost them money. AMOP is a multi-tenanted connectivity management platform that provides tools for managing inventory as well as usage billing that integrates with your billing platform to provide revenue assurance from a single pane of glass.

Braidio

The Braidio Concierge service leverages low-code development to provide enterprises with an all-in-one communications solution. Concierge applications are built to scale for every part of a business and specifically focus on the business-critical customer edge. Overall, integration with legacy platforms creates bilateral interactions and fuels productivity for Braidio partners.

Plume

Plume's cloud- and IA-driven SaaS Experience Platform includes a HomePass, a Smart Home Services suite, which provides broadband subscribers with a personalized, superior smart home experience, while delivering operational benefits and return-on-investment to communications service providers (CSP). The solution is built on OpenSync, a growing open-source framework for the smart home, allowing CSPs to deploy next-gen services at massive scale.

SD-WAN & SD-Branch

AireSpring

The reliability, consistency, and adaptability of AireSpring Global Managed SD-WAN solution provides fast, scalable, and reliable global connectivity for on-premises needs and multi-cloud application performance, with global procurement of last mile connectivity, under a single-provider SLA. AireSpring's cloud native Global Managed SD-WAN is powered by using VMware SD-WAN and Fortinet Secure SD-WAN. AireSpring's Global Managed SD-WAN includes 24/7/365 monitoring and support though its global NOCs.

Aryaka

In December, Aryaka announced SmartConnect and Prime "EZ" and "Pro" SD-WAN and secure access service edge (SASE) offerings for multiple enterprise segments to accelerate cloud adoption and increase business agility. These innovations enable enterprises to navigate change while focusing on growth and digital transformation initiatives. The "all-in-one" integrated experience for SD-WAN and SASE brings together technology, a global backbone and managed services that combine connectivity, security and lifecycle services management into an experience. "EZ" and "Pro" simplify pricing, packaging, quoting and deployment.

FirstLight Fiber

FirstLight's SD-WAN portfolio simplifies and centralizes the management of the WAN and enables the rapid deployment of branch, data center and multi-cloud network services. It is delivered as a service, which includes all hardware, software, upgrades, and maintenance. FirstLight offers two versions of its SD-WAN solution: SD-WAN Foundation – A WAN solution focused on simplicity and scale; and SD-WAN Advance – A high performance, application-aware WAN solution built for cloud scale.

Fusion Connect

Fusion Connect enables distributed enterprises to connect securely to their employees, applications and trading partners. It provides a managed SD-WAN solution that leverages three of the top five SD-WAN infrastructure providers to deliver a flexible solution that prioritizes their clients' mission-critical business applications for optimal employee productivity, while protecting their business environment from security threats.

GTT Communications

GTT Communications updated its SD-WAN service in March to include its new Secure Connect offering that leverages a single cloud platform for agile and ubiquitous delivery of network security, offering a range of features including CASB (Cloud Access Security Broker), SWG (Secure Web Gateway), ZTNA (Zero Trust Network Access) and FWaaS (Firewall as a Service) capabilities. GTT SD-WAN provides the agility, flexibility and scalability to transform an enterprise's business challenges into opportunities.

Momentum Telecom-Atlantic

The new standard in future-focused network management. Build your best network with Momentum Navigator SD-WAN. Powered by Juniper Networks, Momentum Navigator SD-WAN supports a range of uplink combinations, providing a scalable solution for any network architecture.

SIP Trunking

Peerless Network, Inc.

Peerless Network provided SIP Trunking services since 2008. Peerless' value proposition is to offer each customer these advantages: fully IP-based redundant network, where thousands of customers trust their voice services on a network consisting of SONET and Ethernet hubs providing 99.999 percent reliability; and the Peerless Portal, which is an automated online self-provisioning portal that allows customers to purchase, activate in real-time, and manage SIP trunking channels and telephone numbers via their desktop or mobile device. The Peerless Portal was developed in-house and is enhanced by Peerless engineers to meet the changing demands of customers.

Software-Defined Interconnection (SDI)

Console Connect by PCCW Global

Console Connects Network-as-a-Service (NaaS) platform provides scalable, flexible and secure networking and a suite of applications designed to simplify complexity and help businesses thrive among an increasingly interconnected ecosystem of digital supply chains, partners and channels. The platform for the Software Defined Interconnection of businesses, applications and infrastructure allows users to self-provision private, high-performance connections among a global ecosystem of enterprises, networks, clouds, SaaS providers, IoT providers and application providers.

PacketFabric

PacketFabric is a pioneer and leader in the SDI space. PacketFabric's SDI services stand out because of their scalable performance and carrier-class reliability. All PacketFabric PoPs offer multi-100Gbps capacity supported by a massive 50T-plus global backbone network. All PacketFabric PoPs feature redundant paths and hardware stacks across multiple availability zones.

Unified Communications/UCaaS

Commio

Commio offers thinQ Voice and teli messaging solutions to hundreds of SaaS platforms, enterprises, and providers. Launched in September 2021, Commio is a CPaaS API platform delivering secure, industry-first voice and messaging solutions. Commio's cloud infrastructure and U.S.-based experts ensure your calls and text messages are delivered, and its technology scales with you – sending billions of calls and messages every month across 40 layers of redundant carriers with low-latency and industry-leading uptime.

Peerless Network

Peerless developed its Cloud PBX solution that allows customers to manage telephone numbers, services, routing, configuration and inventory over Peerless' cloud-based IP network via one system. Peerless' UCaaS model makes it easy for any size business to enjoy zero-touch provisioning and customization via the Peerless Portal, Peerless' automated provisioning platform.

Sangoma Technologies

Sangoma Technologies Unified Communications (UCaaS) portfolio is a complete, integrated system designed for pure cloud, on-premises and hybrid deployments to suit the needs of the end user business. Sangoma's cloud-native UCaaS solutions include a full suite of as-a-service offerings including voice, video, persistent chat, meetings, packaged application integrations, trunking, fax, virtual desktops, contact center, access control, customization with third party applications and more.

Talkdesk

Talkdesk Phone is built on a cloud contact center platform. Talkdesk Phone helps organizations save money and simplify operations by bringing together business communications and contact center applications onto a single platform to power more customer experiences and support today's hybrid workforce.

ULTATEL

ULTATEL launched its Ignite product, A full-featured UC product designed and priced specifically to work for small businesses at $9.95/user/monthly. Ignite includes Unlimited Everything (unlimited calling, texts, messages, video, meetings) and advanced call routing features like auto-attendant and ring groups.

VitalPBX LLC

VitalPBX is a Unified Communications PBX System that provides all the features you look for in a PBX, including audio/video calls capacity, call recording, encryption, messaging, call queues, agents, and more. Additionally, VitalPBX has an add-on modules for a broader feature set. This includes modules like rebranding, queues callback, OpenVPN, Geo-Firewall. As well as Add-On applications like our Sonata Suite, its Call Center/Enterprise Applications for Call Recording reports, Call Accounting, Queues/Agent Statistic reports, and a real-time call monitoring Switchboard. It also has VitXi, the VitalPBX browser-based softphone solution.

Vertical Markets and Deployments

Unified Office

Unified Office is an innovative managed services provider extending its patented Highest Quality Routing (HQRPTM) platform into the Smart Cities market segment. Smart cities require "smart" networks and "smart" services that provide lossless, reliable and deterministic communications services for humans and machines. This "always available communications platform" is key to providing critical services that residents and businesses within smart cities rely on ranging from essential voice communications services to IoT systems that keep them running smoothly.

Video Conferencing

Broadvoice

In response to hybrid workers' growing demand for streamlined communications and collaboration tools, Broadvoice introduced its next-generation b-hive Communicator to give workers a single app for calling, video, text, collaboration, voicemail and fax. This version, launched in 2021 features enhanced video collaboration capabilities as part of the reimagined user experience interface. b-hive Communicator is part of the b-hive Unified Communications-as-a-Service (UCaaS) platform, which combines cloud PBX, UC and collaboration features with virtual call center.

Wi-Fi and Fixed Wireless

Plume

Plume's comprehensive cloud- and AI- driven SaaS Experience Management Platform includes the HomePass Smart Home Services bundle designed to improve Wi-Fi coverage, speed and reliability within the home and to enhance connected device security and provide subscribers with a personalized and superior smart home experience. Plume's adaptive Wi-Fi service self-optimizes daily and assesses real-time device and application usage to prioritize bandwidth where and when it is needed most.

Telesystem

Telesystem's Managed Wi-Fi solution offers customers and guests the fast, open Wi-Fi access they expect – along with the private wireless access that companies need to run their business securely and efficiently. Telesystem designs, configures, installs, monitors and manages the secure wireless network freeing businesses from the burden and cost of setting up and managing a wireless network on their own. Advanced Analytics give businesses access to see who connects, when they connect and how they navigate through their environment.

SERVICE PROVIDER TECHNOLOGY

Analytics, AI and Machine Learning

Commio

Commio offers thinQ Voice to hundreds of SaaS platforms, enterprises, and providers. Launched in September 2021, Commio delivers secure, industry-first voice solutions. thinQ Voice makes it easy to see beyond the API to control every aspect of voice calling.

Back Office and OSS Innovation

Intraway

Intraway's Symphonica, is a no-code, cloud-native, telco-grade orchestration and service activation platform for the automation of the entire services lifecycle across multiple networks and technology domains. Symphonica allows you to integrate your BSS to any network access technology with a few clicks, and easily design custom automated provisioning workflows with no coding required. Symphonica is a multi-tenant, software-as-as-service (SaaS) offering that runs on AWS cloud.

Sage Management

Sage Management's InFuse application helps carriers and commercial clients conduct cost reconciliation efforts and correlate disparate circuit data to maintain accurate inventories. Isolated to its carrier engagements, Sage offers a blockchain carrier-to-carrier order exchange module to improve mean time to review and better contain costs. InFuse empowers the collaboration between Sage's auditing and design teams and their carrier or commercial counterparts.

Content/ Media Delivery and Enablement

BullsEye Telecom

BullsEye provides engaging marketing collateral for multiple levels throughout the channel. Each piece of collateral features specific content and language designed to resonate with and be relevant to the intended reader whether they are a partner, a trusted advisor or a client. All the collateral is on BullsEye's website. The BullsEye Marcom team also creates communication materials to help individual partners and trusted advisors continue to build their businesses.

Emerging Markets Deployment

DC Blox

DC BLOX has built four data centers since 2017, with additional facilities in various stages of deployment. DC BLOX focuses on smaller, growing cities across the Southeastern United States to provide physical and network infrastructure to underserved markets that previously had not had access to state-of-the-art, secure, and reliable infrastructure without traveling to the major metropolitan areas.

Zenlayer

Zenlayer is a leader for edge computing in emerging markets reaching more than 85 percent of the world's internet population. Its private backbone network spans six continents, has more than 270 edge PoPs, exceeds 37 Tbps connectivity and has more than 2,300 peers.

Green Communications Deployment

BullsEye Telecom

BullsEye implemented a paperless way for clients to receive notifications, access billing statements and monitor their account online. The intuitive and user-friendly portal called My BullsEye Account (MBA) gives subscribers the ability to check their latest bill online, review past invoices, run usage reports, view traffic and trends and more.

Most Responsive Supplier Channel Teams

Console Connect by PCCW

Console Connect's Network-as-a-Service (NaaS) platform provides scalable, flexible and secure networking and a suite of applications designed to simplify complexity and help businesses thrive in the interconnected ecosystem of digital supply chains, partners and channels. Its PartnerConnect program has the Console Connect platform at its core and is designed to equip partners with access to the network services and applications, and a powerful set of sales and marketing tools to drive revenue growth and customer success. Console Connect by PCCW Global is an easy-to-use platform for the Software Defined Interconnection of businesses, applications, and infrastructure.

Arelion

Since 2020, Arelion – formerly Telia Carrier – has maintained its Conflict-Free Channel Program, enabling technology brokerage firms to provide their customers with a high-performing alternative to the traditional telecom providers' channel model. The Conflict-Free Channel Program allows Channel Partners to work directly with Arelion account directors. Arelion's best practices Guidelines for Engagement establishes the foundation for a productive channel relationship and assures it works cooperatively with its partners to achieve common goals.

National Retail Solutions (NRS)

National Retail Solutions (NRS) has a large, experienced Channel Sales Manager Team. Each Channel Manager supports a small group of distributors. Plus, each Channel Manager has a support person directly assigned to help and ensure when distributors call, they either speak to someone directly or receive a call back within 30 minutes.

OTT Applications

Reinvent Telecom

Reinvent built a private-label platform that empowers its reseller partners to transform their businesses into next-generation cloud-based communications service providers. Reinvent enables partners to deliver UCaaS, Conferencing & Collaboration, CCaaS, SMS Messaging and SIP trunking/Microsoft Direct Routing services. With the platform, resellers can build cloud voice businesses while keeping full ownership of their customers.

Partner Portal

BullsEye Telecom

BullsEye offers an online mobile-friendly portal that is a proprietary tool built as a single-page application and SOA (Service Oriented Architecture) to support API integration. This portal, My BullsEye Account (MBA), is the gateway to all the information clients and their partners need to manage their telecom. BullsEye provides a single invoice solution, online telecom management system and an online support resolution system through a single portal to manage all accounts with one login.

Nextivity

Nextivity's Cel-Fi WAVE Portal is a web-based platform that provides installers and authorized users remote monitoring, managing, and control of Cel-Fi installations. Compatible with all Internet-connected Cel-Fi systems, the WAVE Portal offers carrier-grade security and is accessible from any web browser. By logging into the platform from a computer or mobile device, users can organize all their deployments, commission new Cel-Fi QUATRA systems, view real-time system performance, adjust alarm policies and notification settings, update software and more.

Viirtue

Viirtue's proprietary partner portal provides all the tools for channel partners to be successful within a single pane of glass. Complete with e-learning, marketing, quoting tools, invoicing tools, integrations with popular softwares such as QuickBooks, Connectwise and more.

Rural and Underserved Connectivity

Advantix

A dairy farm with three dozen rural locations across the country was experiencing frequent wireline internet service disruptions. Advantix deployed SmartSIM router-based connectivity for wireless backup so the farm's rural locations would not lose access to critical business tools including email, ERP and warehouse management systems, which are hosted in the organization's datacenter. Since deploying the Advantix back-up solution, downtime was reduced. Advantix monitors the company's 4G infrastructure, functioning as a critical cog to flag issues for faster resolution and help control runaway costs when wireless backup is used.

Bluebird Network

Bluebird Network accelerated its innovation to keep pace with the increased digital demand to provide and strengthen connectivity for underserved communities in the Midwest. Bluebird is bridging the digital divide and giving communities equal access to connectivity throughout the region with its aggregated services including fiber-based services, cutting-edge data center offerings and ongoing network expansion. Bluebird also has expanded into new markets in Iowa and has several builds slated to continue across its 11-state footprint, including, Kansas, Illinois and Oklahoma.

Tarana Wireless

Tarana Wireless is a new category creator in next-generation fixed wireless access (ngFWA), powered by breakthroughs in perfect, multidimensional optimization of radio signals. The G1 access platform overcomes network economic challenges for service providers in rural, suburban and urban markets. Tarana began its G1 shipments to two operators in March 2021, and as of May 13, 2022, the company has 290 operator customers worldwide and dozens more in the sales pipeline. Since G1's launch, Tarana has begun commercial service through MTN in Africa, British Telecom, multiple WISPs in the United States and XCIEN in Mexico.

Ziply Fiber

Ziply Fiber has completed, building, or is in the construction planning phase for fiber build projects in more than 80 Northwest towns. Most towns fall within the "digital divide" – areas where no broadband infrastructure exist to provide minimally acceptable speeds. Once considered a luxury, Ziply Fiber knows broadband is a prerequisite for modern living, regardless of zip code.

Software-Defined Networking (SDN)/Network Function Virtualization (NFV)

Masergy Communications

As a Comcast Business company and a 20-year pioneer in software-defined networking, Masergy is a secure cloud networking platform. Its managed SD-WAN service leverages the performance of Masergy's global software-defined network along with 24/7 NOC services, SASE, and AI intelligence. The Masergy AIOps provides ways to enhance companies' cloud application performance, troubleshooting, managing, making data-driven decisions, prevent outages and performance degradation.

Telecom Legal/Regulatory

Sterling Business Law

Sterling Business Law provides corporate legal and advisory counsel to entrepreneurial and emerging growth firms across industries. As outside counsel to a variety of companies, Sterling Business Law adds value at the crowded and confusing intersection of law, finance, strategy and operations.

Wholesale Broadband and Capacity

Astound Wholesale

Astound Wholesale (formerly Wave Wholesale) has grown by acquisition and organic builds to increase service areas throughout the United States with a focus on rural and hard-to-reach markets. Astound's initiatives are to drive automation for streamlined and immediate access to products, pricing and other status for broadband wavelength, DIA, e-access and no-fee MNI deployments.

Frontier Communications

Frontier's next-generation network architecture for Hyper Bandwidth Ethernet (HBE) will deliver the backbone and backhaul capabilities to support building Gigabit America, including Frontier's goal of providing 25G (and beyond) to consumers via FTTH; 5G wireless carrier deployments; and the increasing demand to connect more devices, such as digital voice assistants, smart appliances and home security systems, in addition to connected cars, smart cities, and smart homes.

Global Cloud Exchange

Global Cloud Xchange (GCX) owns a large private subsea cable network with extensions available into more than 200 countries worldwide. The company provides connectivity through its robust infrastructure, network services and software to create channel and customer value in major and emerging markets. GCX works with MSPs and others to power digital transformation in response to demands from enterprises, hyperscalers, media/content providers, and telecom carriers.