



FOR IMMEDIATE RELEASE

## **eTelemetry Forms Distribution Agreement with Jenne<sup>SM</sup> Distributors, Aligning Sales Strategy with Avaya Roadmap**

*eTelemetry's diverse portfolio of network security, monitoring and management products provides  
Jenne resellers with competitive advantage*

Annapolis, MD (February 9, 2010) – [eTelemetry](#), the leader in extracting real-time business information from network activity, today announced its strategic partnership with [Jenne<sup>SM</sup> Distributors, Inc.](#) a value-added distributor of business telephony, data, security, and video conferencing technology solutions. In response to Avaya's expanded commitment to the channel, this distribution agreement introduces eTelemetry's E911 and data solutions to Jenne's strong base of resellers and systems integrators - providing a differentiated suite of products that add business value for their new and existing customers.

“Our partnership with Jenne expands our reach into the Avaya reseller community and closely aligns our sales strategy with Avaya's recent roadmap announcement,” commented Ermis Sfakiyanudis, eTelemetry's president and CEO. “Our unified communications and data offerings will complement Jenne's current offerings for enhanced network security and regulatory compliance, while adding a life-saving E911 solution option.”

Jenne Distributors serves the large enterprise, medium-sized, and small business markets and provides its thousands of resellers with technology solutions, services, training and technical support. Its resellers have a broad reach into the unified communications market and Jenne is continually expanding its data product and applications portfolio. eTelemetry enhances these offerings with its E911 solutions for Avaya and Nortel as well as its data product suite. eTelemetry's network appliances include:

- [Locate911](#)—Provides life-saving VoIP location information and alerts to when 911 is dialed
- [LENS](#)—Improves emergency response by sending immediate alerts to internal personnel when an emergency call is placed
- [Locate](#)—Automates switch port and device identity for security and compliance
- [Metron](#)—Monitors and controls employee Internet activity and bandwidth use
- [Notify](#)—Increases hotel revenue by managing existing bandwidth resources

“eTelemetry provides E911, identity, and bandwidth control solutions that can be easily sold alongside our current network offerings,” said Dean Jenne, Executive VP, Sales & Marketing, at Jenne. “This partnership combines eTelemetry's comprehensive product suite with Jenne's existing portfolio, ultimately providing thousands of resellers with a differentiated product offering to meet the needs of a broader customer base.”

### **About eTelemetry**

eTelemetry is the leader in extracting real-time business information from network activity. eTelemetry's award-winning products provide life-saving 911 location information, monitor and control employee web surfing, and provide network device identity for security and compliance.

Since 2004, eTelemetry has been Turning Network Traffic into Business Intelligence™. For more information, call +1-888-266-6513 or visit [www.etelemetry.com](http://www.etelemetry.com).

### **About Jenne<sup>SM</sup> Distributors**

Jenne<sup>SM</sup> Distributors, Inc., headquartered in Avon, Ohio, is a leading value-added supplier of business telephony, data, security, and video conferencing technology solutions including equipment and software for the Enterprise and SMB markets. Since the company's founding in 1986, Jenne is committed to providing dealers and resellers with a broad product selection, competitive pricing, on-time accurate delivery, outstanding technical support, and ongoing sales and technical training. Jenne's strategic alliances insure its continuing ability to meet the resellers' growing needs. Jenne represents more than 145 major manufacturer partners including Avaya, Panasonic, Aastra, Extreme Networks, ADTRAN, Plantronics, GN Netcom, Lifesize, ClearOne, ICC, Valcom, and Verint. Jenne is dedicated to tracking emerging technologies, offering fresh solutions, new technology and related applications, accredited training and certification courses to better serve our customers.

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