

nexogy and master agent Telarus have formed a new distribution partnership

nexogy today announced a new partnership with Telarus, a leading value added distributor of network, UCaaS and cloud services

CORAL GABLES, FLORIDA, UNITED STATES, July 5, 2017 /

EINPresswire.com/ -- nexogy, recognized as one of South Florida's fastest growing technology companies, best known for providing the small and medium-sized businesses CLOUD-BASED COMMUNICATION SERVICES, today announced a new partnership with Telarus, a leading value-added distributor of network, UCaaS and cloud services. Telarus has been rated a top resource in helping partners, IT VARs, MSPs, integrators and communications professionals easily source data, voice and cloud services through its patented pricing tools. Telarus will distribute nexogy's fully integrated suite of cloud communications, cloud connectivity and managed network services through its extensive national distribution network of more than 2,000 sub-partners.



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Our agreement with Telarus affirms our commitment to delivering competitive managed solutions that give agent partners new choices and solutions to win large, complex multi-city opportunities”

*Felipe Lahrssen, VP of Sales
at nexogy*

“As a master agent focused on helping our sales partners find the best-hosted VoIP solutions for their clients, we are very enthusiastic about adding nexogy to our line card,” added Paula McKinnon, VP of Supplier Management for Telarus. “Small and medium-sized businesses make up over half of our total sales revenue, and we need to make sure we have the best cloud-based communication providers in our portfolio. We look forward to adding nexogy to our patented UCaaS search tools so that nexogy's unique value can shine through, as well as training our sales support organization to recognize best-fit nexogy opportunities as they come in from our partner community. We look forward to massive success with the nexogy team!”

“We are excited to add Telarus to the nexogy family since they've created one of the most and unique distribution channels in the market,” commented Felipe Lahrssen, VP of sales at nexogy. “We see tremendous opportunity to expand our network connectivity solutions in the marketplace today, particularly as the enterprise network architecture evolves to support distributed businesses and

cloud-based business applications. Our agreement with Telarus affirms our commitment to delivering competitive managed solutions that give agent partners new choices and solutions to win large, complex multi-city opportunities.”



[If you are interested in selling nexogy products and services](#) through Telarus, see www.telarus.com or call the new partner support line at 877-346-3232.

About Telarus

Telarus, Inc. is a technology services distributor (Master Agent) that holds contracts with more than 100 data, voice, and cloud providers. To help our partners “See What Others Can’t,” we have created and purchased tools to help them win more business. These tools include:

- *Complimentary monitoring of all circuits sourced through Telarus powered by VXSuite
- *Real-time VoIP pre-assessment powered by VXSupportLine
- *GeoQuote real-time pricing tools to aid partners in the carrier selection and optimization process.
- *MoonRize to provide automated, daily updates of every active order placed through Telarus
- *VXSuite pre-assessments to determine if a customer’s network is ready for a UC implementation
- *Cisco® and ShoreTel® certified cloud engineers to aid partners in complex hosted VoIP and other Cloud designs
- *Behind the scenes, Telarus offers partners project management to ensure the services they order are turned up properly, as well as account management to assist end users with the carrier renewal process and to up-sell new services on their behalf.

Telarus was voted the best Master Agent by the members of the Telecom Association for 2016 and is a top three channel partner for nearly all providers it represents. Today, thousands of partners including Agents, Cloud Brokers, MSPs, and Solution Providers use Telarus to source network, SD-WAN, UCaaS, and cloud computing services.

About nexogy

nexogy is a complete managed service provider that gives small-and-medium-sized-businesses the power to manage all of the communications from anywhere, at any time. nexogy has been providing communications services to thousands of businesses since 1999, bringing new technology to your desktop and device, matched with outstanding support and customer service. For more information, visit www.nexogy.com.

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