

VoSKY Doubles Global Channel in 2008 with International Distributor and VAR Recruitment

Date: 01-19-2009 02:45 PM CET

Category: [Media & Telecommunications](#)

Press release from: [VoSKY](#)

VoSKY adds six new distributors and 358 resellers worldwide in 2008

VoSKY, the Silicon Valley based market leader in developing Skype for business solutions, has announced global channel success with six new distributors and 358 new resellers appointed worldwide in 2008, to help support and carry out plans for growth in order to capitalise on the increasing business demand for its VoSKY Exchange PBX-to-Skype application gateways.

This takes VoSKY's total of worldwide distributors to 16, and its number of VoSKY premier partners (VPPs) to a total of 610 worldwide. This global network of channel partners will play a key role in helping VoSKY to provide superior service and support to the global SMB and enterprise markets.

The new additions to VoSKY's portfolio reflect the value of their award-winning Skype Certified business-class PBX-to-Skype gateway solutions, which are scalable and continually developed to meet the business needs of varying sized companies to deliver value-added business applications that enhance business communication and reduce telecoms costs.

"At VoSKY we strive to establish a mutually beneficial and profitable partnership with key strategic resellers to capitalise on the growing demand for Skype in the business environment", said David Tang, VP of Global Marketing at VoSKY. "We are committed to providing effective marketing, sales and support assistance to our channel partners. Telecom VARs are keen to become a VoSKY Certified Partner as they see the revenue potential of our innovative and unique solution."

VoSKY's portfolio of analogue, digital and SIP PBX-to-Skype gateways certified by major PBX vendors like Avaya, ShoreTel and Altigen, gives VARs the opportunity to offer their customers a cost effective solution which enhances their existing PBX with Skype applications. VoSKY helps resellers differentiate from the competition and drive revenue growth.

Randy Wensmann, President and Owner at BTX, a US-based VoSKY Premier Partner, said: "We have utilized VoSKY to target and generate incremental revenues from our existing customer base, VoSKY has also helped to open doors when it comes to selling new phone systems. In addition, the VoSKY team has provided us with professional sales and technical support and has always been there for us when we have needed them."

"VoSKY has helped grown revenues by providing a solution that substantially reduces communications costs," Keith Gardner, managing director at AbbiTek, a UK-based VoSKY Premier Partner. "Customers are able to deploy cost reducing VoIP applications in a quick and easy way, eliminating the need for costly and disruptive replacement of their existing phone system. The rapid ROI achieved through the cost-effective VoSKY solution has been a key selling factor for us."

Last year VoSKY introduced the VoSKY Exchange Pro VISIP-EX, the industry's first Skype-certified enterprise-grade PBX-to-Skype gateway for SIP networks, and the VoSKY Exchange Pro VIT1/E1, the first T1/E1 enterprise-grade PBX-to-Skype gateway to achieve Skype certification. Based on VoSKY's latest enterprise-grade Linux platform, both allow medium to large sized companies to take advantage of Internet Telephony without having to replace their existing network infrastructure.

All VoSKY resellers have demonstration equipment available and are certified to install, service and support VoSKY Exchanges. Furthermore, they are also fully trained on Skype features and services such as the Business Control Panel, SkypeOUT, SkypeIN and Skype voucher credits.

SMBs and Enterprises can utilise VoSKY Exchange application gateways to substantially reduce communications costs by

50% or more for domestic and international calls using low-cost SkypeOUT rates. In addition, businesses can cost-effectively add enhanced business applications like Web Click2Call, global presence, PBX remote access, multi-site PBX networking, and fixed mobile convergence (FMC) to traditional TDM or IP PBX systems.

Ends/

About VoSKY

Based in the heart of Silicon Valley, VoSKY is the global leader in empowering businesses to leverage Skype, the world's largest VoIP community. The company's proven, enterprise-grade solutions create new opportunities for small-to-medium size businesses (SMBs) and enterprises to reduce communications costs and improve productivity. VoSKY Exchange, the company's flagship product, is an award-winning PBX-to-Skype application gateway that seamlessly integrates a company's phone system with Skype. This plug-and-play platform is compatible with any existing TDM or IP PBX phone system.

VoSKY is a wholly owned subsidiary of Actiontec Electronics. In addition to its headquarters in Sunnyvale, CA, VoSKY maintains branch offices in Colorado Springs, CO; Basingstoke, United Kingdom; Beijing, China; Bogota, Colombia; Shanghai, China; and Taipei, Taiwan. For more information please visit the VoSKY website at www.vosky.com.

VoSKY Press Contact

Priya Mistry/ Craig Coward

Context Public Relations

Tel: 01625 511966 / vosky@contextpr.co.uk

www.contextpr.co.uk

VoSKY Contact

Stephanie Wu

Tel: 408-752-7700 / s.wu@vosky.com

www.vosky.com

[You can find this press release here](#)