

## **NACR Western Region Wins Three "Accelerate Avaya" Awards**

### **NACR NAMs Excel in Sales of Networking and IP Office Solutions**

EAGAN, Minn., May 14, 2013 /PRNewswire/ -- Communications integration expert [NACR](#) is pleased to announce that two members of its Western Region sales team — National Account Managers (NAMs) Pam Karlen and Kelly Pontiff — have been recognized for outstanding bookings of Avaya products and services including data networking and Avaya IP Office (IPO).

(Logo: <http://photos.prnewswire.com/prnh/20070809/AQTH118LOGO>)

NACR is a leading integrator of best-in-class communications solutions and services, and a trusted advisor to more than 5,500 customers from small businesses to *FORTUNE*® 100 and global enterprises. The company serves as a single source for consulting, implementation, project management, training, maintenance, and managed services that improve productivity, efficiency, collaboration, and customer service.

The regional Accelerate Avaya sales incentive program was open to all Avaya partner sales representatives and ran from February 1 through March 31, 2013. When the winners were announced on April 25<sup>th</sup> by Brian Feeney, Avaya's Director of Western Region Channel Sales, at Avaya Partner Connection Day in Irvine, CA, NACR NAMs were awarded three of the top four prizes, ranging in value from \$1,000 to \$5,000 each.

Pam Karlen, based in Northern California, won two prizes: Overall Top Bookings, which included all Avaya products and services, and Top Networking Bookings. Kelly Pontiff, based in Seattle, WA, won for Top IP Office Bookings. Additionally, NACR NAM Kellye Moses, based in Southern California, was a runner up in Top Networking Bookings.

For Karlen, her impressive sales for the contest period included a deal that was two years in the making: a data networking solution for a California school district with 49 sites serving an area of 350 square miles, more than 29,000 students, and over 3,000 employees. For Pontiff, three separate Avaya IPO projects clinched his win: the replacement of an eight-site Communication Manager infrastructure, the replacement of a two-site DEFINITY platform, and the replacement of an IPO 406 small office edition with the new IPO 500 V2.

"NACR congratulates Pam, Kelly, and Kellye, and is grateful to Avaya for recognizing the outstanding performance of our team in this special sales initiative," according to Dennis R. Clevenger, Western Regional Vice President of NACR. "We are extremely proud of all our sales teams, as well as all the supporting players who help them achieve sales success and drive our brand in the marketplace. As far as I'm concerned, every NACR associate deserves a hand for always going the extra mile to deliver great value and meet our customers' changing communication needs."

As one of the largest Avaya channel partners worldwide, NACR works closely with Avaya and other technology innovators to integrate the latest hardware, software, and applications into end-to-end multivendor solutions for diverse markets. The company will be an exhibitor and featured presenter at the upcoming conference of the [International Avaya Users Group \(IAUG\)](#), June 3-7 in Orlando, FL.

For more information about data networking, Avaya IP Office, and other solutions and services from NACR, please contact your NACR NAM or call the company at **1-888-321-NACR** (6227).

#### **About NACR**

As a leading global integrator of business communications solutions and services since 1993, NACR has been a trusted advisor to more than 40% of the *Fortune* 100 companies, helping them use technology to enhance the collaboration, contact center, and data communication experience. We serve as a single source for consulting, implementation, project management, training, maintenance, and managed services that improve productivity, efficiency, and customer service. With a team of over 800 customer-focused and certified employees, we have consistently been recognized by our partners, suppliers, and customers for excellence. For more information, visit: [www.nacr.com](http://www.nacr.com)

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