

Solution Provider ConvergeOne Acquires Spanlink Communications

ConvergeOne Continues to Expand Multivendor Platform Support for Customers

SOUTHPORT, Conn., Oct. 7, 2014 /PRNewswire/ -- [ConvergeOne](#), a leading independent provider of best-in-class IT, communications, collaboration, and customer interaction solutions and services, is continuing to expand its multivendor support for customers through the acquisition of [Spanlink Communications](#), a leading systems integration company focused on serving the UC and contact center markets. John McKenna, Chairman and CEO of ConvergeOne, made the announcement on September 30, 2014.

From its headquarters in Southport, CT, and operating companies throughout the United States, ConvergeOne offers end-to-end, integrated solutions for enterprises, including UC, mobility, Voice over IP (VoIP), converged networking, contact centers, and server/storage consolidation and management, as well as consultative, managed, and professional services. The company maintains strategic relationships with global solution leaders including Avaya, IBM, Cisco, and Microsoft.

"Most enterprises have multiple platforms — including Microsoft and Cisco in addition to Avaya — and these customers consistently express a desire for one trusted source for multivendor expertise and support," according to McKenna. "This acquisition is a natural progression in ConvergeOne's ongoing strategy to meet customer needs by delivering best-of-breed solutions across all of the leading technology platforms."

As the latest company to join the ConvergeOne family, Spanlink (headquartered in Minneapolis) has been renamed ConvergeOne Collaboration and will be led by Paul Maier as President. Eric LeBow, previously CEO of Spanlink, will become Managing Director of ConvergeOne Collaboration and report to Maier.

ConvergeOne Collaboration has all the highest certification available in the Cisco collaboration business division. In addition, ConvergeOne Collaboration (as Spanlink) was recently named the 2014 small business winner of the Minnesota Business Ethics Awards (MBEA), putting the company firmly in line with ConvergeOne's culture and values.

"We are very excited about joining ConvergeOne," said LeBow. "Not only are we partnering with a team that matches our business ethics and our employee and customer satisfaction philosophies — we are also gaining access to a broader distribution network and added investments in managed services and portfolio development as part of the ConvergeOne organization."

Moving forward as ConvergeOne Collaboration, the company will continue to sell, design, implement, and provide managed services and support for the Cisco platform, including architectures for collaboration, enterprise networks, and data center/virtualization, as well as the Cisco contact center expertise for which Spanlink has been well known.

ConvergeOne has more than 4,000 customers operating in virtually every industry, including the financial, technology/communications, healthcare, and energy sectors. In addition to the newly acquired company, ConvergeOne's extensive resources include:

- [NACR](#), A ConvergeOne Company – Global integrator of communications solutions and services delivering end-to-end multi-vendor solutions, customer experience management (CEM) and business applications
- [ConvergeOne Advanced Services](#) – Systems integrator and software developer specializing in CEM and business applications
- [ConvergeOne Program Management](#) – Professional program and project management consulting firm supporting strategic transformation, technology, and operating initiatives
- [ConvergeOne Technology & Consulting](#) – Leading IT consulting and solutions provider offering comprehensive data center, strategy and architecture specializing in infrastructure, virtualization and services
- Three state-of-the-art Network Operations Centers (NOCs) from which it delivers remote system monitoring and other managed services

Existing Spanlink customers will continue to be served by the same team and will also have access to ConvergeOne's nationwide distribution network and broad portfolio of solutions and services. For existing ConvergeOne customers, the addition of Cisco resources and contact center expertise to the ConvergeOne companies will provide added options for comprehensive, multivendor support from a single, trusted advisor.

"As our customers' trusted advisor, ConvergeOne provides one strategic source for end-to-end technology solutions and fully integrated, multivendor networks," said McKenna. "As communications become increasingly

complex, acquisitions such as this will enable us to continue to take a holistic approach to the evolving multivendor needs of our customers and their diverse requirements for superior solutions and services."

To learn more about the ConvergeOne companies and their solutions, please visit www.converge-one.com.

About ConvergeOne

ConvergeOne, headquartered in Southport, CT, is the leading independent provider of IT, communications, collaboration, and customer interaction solutions and services. As a critical link between OEMs and end users, the company provides essential consulting and project management services related to custom design, installation, implementation, and maintenance of best-in-class solutions. Through its nationwide family of system integrators, ConvergeOne offers a "one-stop" destination for its broad spectrum of valued customer relationships, providing in-depth technical expertise and total solution focus. Custom services include converged networks and unified communication solutions, call centers, system design, implementation, integration, maintenance, data storage/archiving, and other professional services, primarily for mid-sized and enterprise businesses. For more information, visit www.converge-one.com.

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