



Konftel partners with Westcon-Comstor in Mid and South America

Konftel, a leading global Conferencing Endpoints Vendor based in Sweden, initiate a distribution agreement with the leading global technology distributor Westcon-Comstor Latin America, a division of SYNNEX Corporation. With over 30 years' experience as a distributor, they will help Konftel reach even more customers in Mid and South America.

"We are thrilled to start up this new partnership that will help Konftel reach new countries in an exciting region with a lot of potential", says Konftel's Channel Manager Holli Hulett. "Westcon-Comstor is great at adding value by delivering technical support and training, as well as marketing, to all their partners."

Westcon-Comstor will distribute Konftel's products and solutions in Peru, Bolivia, Chile, Paraguay, Uruguay, Venezuela, Argentina, Brazil, Ecuador, Colombia, Panama, Mexico, and Costa Rica.

"We look forward to taking Konftel's solutions to Mid and South America. We see a great demand for both conference phones and video solutions in the region. In big countries like Brazil, Mexico, Colombia, and Chile, there was, even before the pandemic outbreak, a big rise in the interest of collaboration solutions that can decrease the carbon footprint and save money by replacing unnecessary business trips", says Otavio Lazarini, Sr Vice President, Westcon-Comstor Latin America.

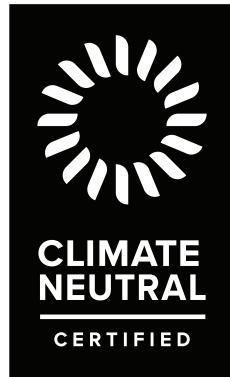


Holli Hulett,
Channel Manager
Konftel

ZERO CARBON FOOTPRINT

To make it even easier to choose Konftel's solutions, the company newly got Climate Neutral Certified. That means customers choosing Konftel's products will start at zero in carbon footprint when substituting business travel with online meetings. Climate Neutral Certified is a new trusted standard founded by the non-profit organization Climate Neutral.

"We believe that Westcon-Comstor Americas is a perfect match and are looking forward to taking a bigger step into the region together," says Konftel's Channel Manager Holli Hulett.



About Konftel:

Konftel is a leading company within collaboration endpoint solutions. Since 1988, our mission has been to help people in businesses around the world to have meetings regardless of distance. Based on our success, we know that remote collaboration is a smooth way to save time, money and at the same time contribute to a more sustainable world. Crystal clear audio and a sharp video image are essential for efficient meetings, this is why we only focus on cutting-edge technology in our Collaboration Solutions. Our audio technology OmniSound® is built into all Konftel Conference phones and devices. The products are sold globally under the Konftel brand and our headquarter is based in Sweden. Read more about the company and our products at konftel.com

About Westcon-Comstor:

SYNNEX Westcon-Comstor is a value-added technology distributor of category-leading solutions in Security, Collaboration, Networking and Data Center. We are transforming the technology supply chain through our global capabilities in Cloud, Global Deployment and Services. Through a unique physical and digital distribution network, we extend our partners' global reach while providing the local expertise needed to successfully navigate worldwide opportunities. We combine expert technical and market knowledge with industry-leading partner enablement programs. Collaborating with our partners in a unique engagement model, we strive to provide an exceptional partner experience by delivering results together. SYNNEX Westcon-Comstor goes to market under the SYNNEX and SYNNEX Comstor brands.