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Unity Systems launches a new online quoting tool for Avaya products

FOR IMMEDIATE RELEASE:

Sydney, Australia, 28 November 2011 – Unity Systems®, a business unit of Distribution Central® Pty Limited, specialising in unified communications and IP telephony solutions, has launched a new online quoting configurator for Avaya products.

The new quoting configurator is a module of Distribution Central's ChannelControl channel management portal, specifically designed for the Avaya IP Office and data product ranges.

The Avaya Configurator by Distribution Central (ACDC) allows Avaya partners to create an accurate configuration using a step-by-step logic that prevents the user making any errors in the system build and also intuitively includes special pricing or promotional discounts. It also includes Avaya data switches giving the user the ability to create a configuration for an end-to-end Avaya network.

"This extension of our ChannelControl portal is yet another unique Distribution Central offering that has been in-house custom designed and built to suit Avaya. We've undergone thorough Beta testing with selected partners and the feedback has been positive," said Nick Verykios, Managing Director of Distribution Central.

"The configurator streamlines the quoting process and makes quotes foolproof and efficient irrespective of the user's product knowledge. It also has the potential to expand to the rest of the Avaya product range as well as other vendor products," said Verykios.

"IP Voice Solutions was part of the Beta testing process and we found the new configurator incredibly easy to use; the logic made the process seamless and features like product images and descriptions and the incorporation of special and promotional pricing just enhanced the usability," said Darren Jansz, Director at IP Voice Solutions.

"We have found that from day one Unity Systems has been responsive to the feedback provided by partners and taken on some of our suggestions to improve processes and systems. ACDC is a good example of how they've improved systems for us," said Jansz.

ACDC is available to all Distribution Central partners (who are also Avaya certified) via the Unity Systems website. Simply log-in via Central-ID on the website's home page and select the link to get started.

Unity Systems was also recently nominated for the Avaya APAC Distributor of the Year, which was a significant milestone for Unity Systems in its two year distribution partnership with Avaya.

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Distribution Central® Pty Limited

Distribution Central provides specialised, technical-service oriented distribution and channel support for contemporary IT products, including our custom-built Software-as-a-Service solutions that create real efficiencies and business benefits for our customers.

Distribution Central recognises that the IT channel needs a partner focused solely on deploying information technology and communications technologies at the forefront of the IT adoption cycle. Its business is built upon an intimate and superior understanding of these technologies, the vendors that operate in this market and the diverse needs of customers ranging from very small businesses to large enterprises and government departments.

Distribution Central is headquartered in Sydney, Australia, with branch offices in Melbourne, Canberra, Brisbane, Perth, Auckland and Singapore.

Unity Systems is a business unit of Distribution Central.

For more information visit www.distributioncentral.com and www.unitysystems.com.au

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