

<b>Overview</b>	Catalyst Telecom, the largest value-added distributor of Avaya solutions in the United States, provides voice, video mobility, network security and networking equipment for the reseller community. Catalyst Telecom is a sales unit of internal specialty technology distributor, ScanSource, Inc. a Fortune 1000 company. At Catalyst Telecom, we have the right products, technologies and service solutions to meet our reseller partners' end-user needs. Catalyst Telecom is committed to delivering solid, customizable business solutions to help our customers grow and remain profitable. No matter what the challenge or opportunity, we've got a solution for that.	Jenne, Inc. is a leading value-added distributor of unified communications, networking, audio and video conferencing, and security solutions focused on assisting Avaya channel partners achieve greater success.  With dedicated teams centered on Avaya Enterprise, Networking and SME solutions, Jenne offers a range of industry-leading competencies and resources for partners including world-class training through its own Jenne University, a seasoned staff of Avaya-certified sales and technical professions and a series of best-of-breed tools to help partners be more competitive.	Westcon Convergence, is a value added distributor of category-leading unified communications and network infrastructure solutions with a global network of specialty resellers.  Our teams create unique programs and provide exceptional financial and technical support to accelerate the business of our partners. Westcon has been working with companies that are part of the Avaya family today – including Synoptics, Bay Networks and Nortel – since our company's inception over 25 years ago. Globally, Westcon is the largest distributor of Avaya products, services and solutions.
<b>Headquarter Location</b>	Greenville, SC	Avon, OH	Tarrytown, NY
<b>Main Phone Number</b>	800.790.2029	800.422.6191	877-642-7750
<b>Other Locations</b>	Phoenix, AZ Norcross, GA		Omaha, NE    Pittsburgh, PA    Chantilly, VA Denver, CO    Chicago, IL    Reno, NV Toronto, Canada    Montreal, Canada
<b>Web Site</b>	<a href="http://www.catalysttelecom.com">www.catalysttelecom.com</a>	<a href="http://www.jenne.com">www.jenne.com</a>	<a href="http://us.westcon.com">http://us.westcon.com</a>
<b>Warehouse Location(s)</b>	Southaven, MS (Memphis, TN Area)	Avon, OH	Chantilly, VA    Reno, NV
<b>Main Tech Support Phone Number</b>	800-790-2029	800.422.6191 option 4	877-397-8737
<b>Executive Leadership Team</b>	John Black – President <ul style="list-style-type: none"> <li>▪ <a href="mailto:john.black@catalysttelecom.com">john.black@catalysttelecom.com</a></li> </ul> John Gaillard - VP, Sales and Business Development <ul style="list-style-type: none"> <li>▪ <a href="mailto:john.gaillard@catalysttelecom.com">john.gaillard@catalysttelecom.com</a></li> </ul> Mike Ferney – VP of Merchandising <ul style="list-style-type: none"> <li>▪ <a href="mailto:Mike.ferney@catalysttelecom.com">Mike.ferney@catalysttelecom.com</a></li> </ul>	Dave Johnson – CEO/President <ul style="list-style-type: none"> <li>▪ <a href="mailto:djohnson@jenne.com">djohnson@jenne.com</a></li> </ul> Ray Jenne, Jr – Exec VP, Operations & Product Management <ul style="list-style-type: none"> <li>▪ <a href="mailto:rayjr@jenne.com">rayjr@jenne.com</a></li> </ul> Dean Jenne – Exec VP, Sales & Marketing <ul style="list-style-type: none"> <li>▪ <a href="mailto:dean@jenne.com">dean@jenne.com</a></li> </ul> Ken Fabozzi – US VP of Sales <ul style="list-style-type: none"> <li>▪ <a href="mailto:kfabozzi@jenne.com">kfabozzi@jenne.com</a></li> </ul>	Lynn Smurthwaite-Murphy – SVP, Westcon Group <ul style="list-style-type: none"> <li>▪ <a href="mailto:lmurphy@westcon.com">lmurphy@westcon.com</a></li> </ul> Steve Bernard – VP Westcon Convergence <ul style="list-style-type: none"> <li>▪ <a href="mailto:sbernard@westcon.com">sbernard@westcon.com</a></li> </ul> Craig Leopard – VP Vertical Markets, Westcon <ul style="list-style-type: none"> <li>▪ <a href="mailto:cleopard@westcon.com">cleopard@westcon.com</a></li> </ul> Katie Dumala – VP – Marketing Services <ul style="list-style-type: none"> <li>▪ <a href="mailto:kdumala@westcon.com">kdumala@westcon.com</a></li> </ul>
<b>Avaya Product Management Team</b>	Chris Marlar – Director of Enterprise Solutions <ul style="list-style-type: none"> <li>▪ <a href="mailto:chris.marlar@catalysttelecom.com">chris.marlar@catalysttelecom.com</a></li> </ul> Chris Gubitose – Dir of Services & Partner Enablement <ul style="list-style-type: none"> <li>▪ <a href="mailto:chris.gubitose@catalysttelecom.com">chris.gubitose@catalysttelecom.com</a></li> </ul>	John Kruszka – Product Manager Avaya Enterprise Solutions <ul style="list-style-type: none"> <li>▪ <a href="mailto:jkruszka@jenne.com">jkruszka@jenne.com</a></li> </ul> Ryan Bir – Product Manager Avaya Networking Solutions <ul style="list-style-type: none"> <li>▪ <a href="mailto:rbir@jenne.com">rbir@jenne.com</a></li> </ul> L.B.Smith – Product Manager Avaya SME Solutions <ul style="list-style-type: none"> <li>▪ <a href="mailto:lsmith@jenne.com">lsmith@jenne.com</a></li> </ul>	Kurt Ruesch – VP, Product Sales <ul style="list-style-type: none"> <li>▪ <a href="mailto:kruesch@westcon.com">kruesch@westcon.com</a></li> </ul> John Creech – Avaya ENT Product Manager <ul style="list-style-type: none"> <li>▪ <a href="mailto:jcreech@westcon.com">jcreech@westcon.com</a></li> </ul> Susan Jorgensen – Avaya SME Product Manager <ul style="list-style-type: none"> <li>▪ <a href="mailto:sjorgensen@westcon.com">sjorgensen@westcon.com</a></li> </ul>
<b>Sales and BD Management Team</b>	David Hertwig – Sales Manager <ul style="list-style-type: none"> <li>▪ <a href="mailto:david.hertwig@catalysttelecom.com">david.hertwig@catalysttelecom.com</a></li> </ul> Mitch Needles – Sales Manager <ul style="list-style-type: none"> <li>▪ <a href="mailto:mitch.needles@catalysttelecom.com">mitch.needles@catalysttelecom.com</a></li> </ul> Jeanne Gotfred- Sales Manager <ul style="list-style-type: none"> <li>▪ <a href="mailto:Jeanne.gotfred@catalysttelecom.com">Jeanne.gotfred@catalysttelecom.com</a></li> </ul> Craig Johnson – Director of Business Development <ul style="list-style-type: none"> <li>▪ <a href="mailto:craig.johnson@catalysttelecom.com">craig.johnson@catalysttelecom.com</a></li> </ul>	Bill Paul – Senior Director Enterprise Sales <ul style="list-style-type: none"> <li>▪ <a href="mailto:bpaul@jenne.com">bpaul@jenne.com</a></li> </ul> Dan Wild – Senior Director of Sales <ul style="list-style-type: none"> <li>▪ <a href="mailto:danw@jenne.com">danw@jenne.com</a></li> </ul> Jim Karaffa – Director, Training and Technical Services <ul style="list-style-type: none"> <li>▪ <a href="mailto:jkaraffa@jenne.com">jkaraffa@jenne.com</a></li> </ul> Debra Forney – Avaya On-boarding Specialist <ul style="list-style-type: none"> <li>▪ <a href="mailto:dforney@jenne.com">dforney@jenne.com</a></li> </ul>	David Byles – Avaya Data Portfolio – Business Development Manager <ul style="list-style-type: none"> <li>▪ <a href="mailto:dbytes@westcon.com">dbytes@westcon.com</a></li> </ul>
<b>Solutions Guide</b>			<a href="#">Westcon Group – Avaya Solutions Handbook</a>