

Local company is reseller for Citel VoIP device

Citel Technologies, Inc., has announced the signing of an exclusive Authorized Reseller Agreement with Ronco Cayman Communications, Ltd. ("RONCO Cayman") of George Town, Grand Cayman for the sale and marketing of its VoIP migration device in the Cayman Islands.

As RONCO Cayman is the exclusive reseller for eZuce in the Cayman Islands and the exclusive distributor for this one-of-a-kind, SIP-based, open source, IT (SERVER)

telephony solution for the Caribbean and Latin America it made perfect sense for Citel to work with the company to jointly promote a combined solution for companies looking to migrate to Voice over Internet Protocol telephony.

The Portico™ TVA™ offers companies the ability to migrate their customers to VoIP without the unnecessary burden of ripping and replacing existing cabling infrastructure, purchasing new IP phones and installing Power over Ethernet

switches. Customers can retain their existing digital, analog and Centrex phones without removing the existing switches by SIP enabling those phones through the use of the Portico™ TVA™. This is a quick and cost-effective means of VoIP migration.

"To allow customers to maximise their investment in their existing handsets, using the latest telephony systems technology, makes perfect sense. Why rip out an oftentimes costly investment

in users' handsets because of a much needed upgrade. If we can reduce a client's costs and migrate them on to eZuce.com, the next generation of SIP-enabled, IT-based, redundant, telephony systems, then it is a win-win", said Jason Eastman of RONCO Cayman.

Citel was very impressed with RONCO Cayman's business plan and its planned growth in the Caribbean and Latin America. Although the Cayman Islands is a small market, it is a good base for

market development and Citel looks forward to working together with the staff at Ronco Cayman to expand the joint offering throughout the region.

RONCO Cayman is a true 24 x 7 x 365 IT and telephony solutions provider that manages a wide variety of clients from small to mid-sized office environments through to corporate and enterprise businesses.

Ronco Cayman has a fully certified team with significant expertise in SIP

and IP telephony, as well as complete IT services and can design, implement, and support integrated or independent systems with products from industry leading partners, providing customers with complete solutions.

Citel enables SMBs, large enterprises and service providers to realize the cost and productivity benefits of IP telephony while at the same time leveraging their existing PBX infrastructure.