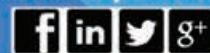




FEB 8-10, 2017 | Fort Lauderdale, Florida

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The Communications and Business  
Transformation Event of 2017

# SHOW GUIDE



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## Discover Communications at Work



ITEXPO is the world's largest and longest-running B2B communications and technology trade show and, with your help, it continues to become bigger and better each year. This year's conference in Ft. Lauderdale features some of the best and brightest speakers in the industry, sharing their experiences and expertise on the most important and relevant technology topics that impact your businesses every day!

The three-day event brings hundreds of industry thought leaders and true practitioners together to share their insights on the sophisticated technologies that help drive growth and success. The conference agenda touches every important aspect of business technology to help leaders make the best and most informed decisions for transforming their businesses.

In addition to content dedicated to users, vendors, providers, and channel partners, highlighting essential technologies and the hottest topics, ITEXPO includes several collocated events and tracks targeting specific technologies and audiences:

- Asterisk World/Asterisk from Scratch
- All ABOUT the API
- ChannelVision (CVx) Expo
- Content Marketing and Marketing Automation Seminar
- MSP Expo
- Real-Time Web Solutions
- Telecom Reseller Week
- The Blockchain Event
- Wireless Repair Roundup
- 5G Summit

Continuing our tradition of promoting Innovation, Disruption, Evolution, and Acceleration, this year's IDEA Showcase features several exciting technology startups to pitch their innovative ideas to the audience and a panel of expert judges.

Thank you for committing your time and resources to joining us. I am confident you will find the ITEXPO experience invaluable as you continue to build your business. As always, welcome your comments, feedback, and opportunities to collaborate on future activities. Please contact me or a member of the TMC team to let us know what you think or if you have any questions. You'll see us in the conferences and exhibit hall all week. Thank you again, and have an amazing week at ITEXPO 2017!

*Rich Tehrani*

Rich Tehrani  
CEO and Conference Chairman  
TMC

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# 2017 TOP IT PRIORITIES

Why enterprise IT is moving to the cloud.

**WORKERS WILL EXPECT TO BE ABLE TO WORK THE WAY THEY WANT.**

As companies look for ways to improve collaboration among their employees, 86% report to already be testing or using unified communications (UC) solutions.

**50%** of the US workforce holds a job that is compatible with at least partial telework.

**30%** Among employees using team messaging and communication apps: say they save 3+ hours in a typical workday.





## DIGITAL TRANSFORMATION IS A TOP IT PRIORITY

**93%** say digital transformation is a top priority for their organization.

### TOP 3 IT SPENDING PRIORITIES

**63%**

Security

**59%**

Customer  
Experience

**50%**

Moving to  
the Cloud

### #1 REASON FOR MOVING COMMUNICATIONS TO THE CLOUD

**31%**

say scalability  
and manageability.

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THE NEXT LEVEL.**

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Results are based on a poll of 55 IT decision makers from mid-market and enterprise companies at the Gartner Symposium event in October 2016.  
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**Wednesday, Feb 8 - Floridian A/B**



**Wednesday, Feb 8 - 11:00 AM**  
**Jonathan Adelstein**  
President and CEO  
The Wireless Infrastructure  
Association



**Wednesday, Feb 8 - 11:30 AM**  
**Curtis Peterson**  
SVP of Cloud Operations  
RingCentral



**Wednesday, Feb 8 - 12:00 PM**  
**Peter Bailey**  
President & CEO  
Vertical Communications



**Wednesday, Feb 8 - 4:00 PM**  
**Chris Drake**  
Chief Technology Officer  
iconectiv



**Wednesday, Feb 8 - 4:30 PM**  
**Jamie Thomas**  
General Manager,  
Strategy & Development  
IBM



**Thursday, Feb 9 - Floridian A/B**

**9:00am**

**Special General Session Panel: Cloud UC - Innovation Awaits**



**Curtis Peterson**  
SVP of Cloud Operations  
RingCentral



**Mark C. Straton**  
VP, Product Marketing &  
Media Relations  
Broadsoft



**Enzo Signore**  
CMO  
8x8



**Rich Tehrani**  
CEO, Group Editor-in-Chief  
TMC



**Thursday, Feb 9 - 10:00am**  
**Fritz Hendricks**  
CEO  
Onvoy, Inc



**Thursday, Feb 9 - 4:15pm**  
**Jeff Pulver**  
Founder  
PulverHWC



**Thursday, Feb 9 - 10:30am**  
**Sumit Dhawan**  
Senior Vice President and  
General Manager, End  
User Computing  
VMware







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# Friday February 10, 2017

## \$15,000 Grand Prize Drawing

### Onsite Giveaways!

**CHOOSE YOUR PRIZE PACKAGE Only at ITEXPO!\*\***

#### • Gaming Package:

- Xbox Gaming Console with Additional Controller
- Curved 55" Ultra HD Smart TV



#### • Apple:

- Macbook Air
- Apple TV
- Apple Watch



#### • Home Theater Package:

- Curved 55" Ultra HD Smart TV
- Home Theater System



#### • Travel Package:

- Smart Luggage
- Beats Headphones



**GRAND PRIZE**  
**\$15,000**

Friday, February 10th, 1:45pm  
In Expo Hall

**Drawing #1 - Thursday, February 9th, 5:00pm at IDEA SHOWCASE startup pitch event.**  
Attend IDEA SHOWCASE, Floridian Ballroom, 3rd Floor. Giveaway winners announced just before IDEA SHOWCASE voting.

**Drawing #2 - Friday, February 10th, 1:45pm in expo hall.**  
Includes \$15,000 Grand Prize Giveaway!

#### Packages Include:

- Gaming Package • Apple Package • Home Theater Package • Travel Package
- \$15,000 Grand Prize Giveaway

- 1 - Get your card stamped at the booths of the participating vendors (listed below).
- 2 - Place your completed card in the Giveaway Entry Bin in Aisle 200.
- 3 - Attend the drawings at Giveaway Area in Aisle 200.

*PLEASE NOTE:* Each entry card is eligible to win Grand Prize.

Winners cards will be returned to the bin for inclusion in Grand Prize Giveaway drawing.

**\*\*MUST BE PRESENT TO WIN!**

No purchase necessary. Void where prohibited. Must be at least 18 years of age to enter. Winner must complete entry card in its entirety and must be present at time of drawing to claim prize(s). Odds of winning based on number of eligible entries. No cash equivalent prize will be awarded for specific package giveaways. Employees of TMC, ITEXPO, Greater Ft. Lauderdale/Broward County Convention Center and their affiliates are not eligible to win. Contest begins at 8:00am (EST), Wednesday, February 8, 2017, and ends upon selection of the Grand Prize Giveaway winner at approximately 1:45pm (EST) on Friday, February 10, 2017. Neither TMC, ITEXPO nor its partners assume any liability or future responsibility for the performance of or any defects in the prizes awarded. Winner must present valid ID to prove identity. Winner responsible for all applicable state and federal income taxes.

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TECHNICAL SUPPORT



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**Hall A - Greater Ft. Lauderdale/Broward County  
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February 8 - 10, 2017**

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Expo**





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Live Inbound Service Level Outbound Agents Numbers Calls Dispositions Scheduled

### Talkdesk Live

Filter by: Select ring group... Edit

Service Level  
Today



Avg. Abandon Time  
Today

02:48  
>01:30  
⚠ Below Target

Avg. Wait Time  
Today

00:57  
<01:00

Longest Wait Time  
Now

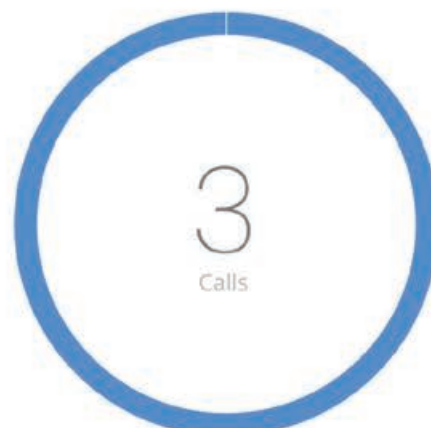
05:47  
>05:00

Live Agents  
Now



33 Available 3 After call work 3 Busy 1 Away

Live Calls  
Now



3 In progress 0 Queued

# IDEA SHOWCASE™

Thursday, February 9 / 4:15 - 6:15PM - Floridian A/B

Celebrate Innovation, Disruption, Evolution  
and Acceleration at IDEA Showcase @ITEXPO



**Keynote Presentation**  
**Jeff Pulver**  
Founder, PulverHWC

PulverHWC

## Judges:

**Christopher Malter**, *Co-founder The South Florida Accelerator*

**Jeff Pulver**, *Founder, Pulver HWC*

**Evan Kirstel**, *Business Strategist and Social Influencer*

## Judge Startups and their Disruptive Potential: Thursday, February 9 / 4:15 - 6:15PM

Hear from today's startups how they are shaking up their industries. IDEA Showcase is focused on exciting companies transforming markets, looking to catch the next wave of technology innovation.

Companies will have five minutes to present their unique value proposition and the audience and panel of judges will determine who is the most disruptive.

IDEA Showcase @ ITEXPO will be an evening full of next generation innovation, powerful networking and high energy!

## Participants Include:





February 8 - 10, 2017  
Fort Lauderdale, FL

## Meet n' Greet

Join us for our very first  
Telco Service Providers Networking

Wednesday Feb 8th, 4.00 – 7.00 pm



Telco Service Providers Network

## Discussion Session!

### GROW YOUR PROFIT in 2017

Discover clever solutions from experienced professionals on  
how you can expand profit margins

Thursday Feb 9th, 2.00 - 3.00 pm

**Meeting  
Room  
#114**


next to  
Exhibit Hall B


*...all things Telco*


## The Event that is Everything Asterisk

Open Source and Asterisk enthusiasts from all over the world will be at Asterisk World. Be there as the community gathers to share their Asterisk passion.

Hear the latest Asterisk news and project updates, gain access to in-depth technical sessions, participate in networking opportunities, meet potential collaborators and review and discuss detailed case studies of Asterisk projects. Discover how Asterisk, the world's most widely used open source telephony software, can save you money and empower you to create more flexible telephony solutions.

 Examine real-life applications of cloud solutions that can enable you to sell more

 Get the inside track on battle-tested sales tips & tricks

 Learn how to prepare your enterprise for the future telecom distribution model

 Discuss new ways to use video

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Empowering Communication



Visit us in ITEXPO/Asterisk World: Booth 421 • [www.digium.com](http://www.digium.com)



## Wednesday, February 8, 2017

Room	Room 317
8:30am	Continental Breakfast Served - Full conference badges only - 3rd Floor Outside Floridian A/B
9:00-9:55am	Asterisk from Scratch - Part 1 - Intro to Asterisk & Asterisk Architecture
10:00-10:55am	Asterisk from Scratch - Part 2 - Installing Asterisk & Intro to DialPlan
11:00am	Keynote Presentation by The Wireless Infrastructure Association - Floridian A/B
11:30am	Keynote Presentation by RingCentral - Floridian A/B
12:00pm	Conference Luncheon - Featuring presentation by Vertical - Full conference badges only - Floridian A/B
1:00-1:55pm	Asterisk from Scratch - Part 3 - Configuring Endpoints & Interactive Dialplan
2:00-2:55pm	Asterisk from Scratch - Part 4 - Advanced Dialplan
4:00pm	Keynote Presentation by iconectiv: Never Underestimate the Power of Identity - Floridian A/B
4:30pm	Keynote Presentation by IBM - Floridian A/B
5:00-7:00pm	ITEXPO Exhibit Hall Grand Opening Reception - Hall A

## Thursday, February 9, 2017

Room	Room 317
8:30am	Continental Breakfast Served - Full conference badges only - Outside Floridian A/B
9:00am	Special General Session: Cloud UC - Innovation Awaits - Floridian A/B
10:00am	Keynote Presentation by Onvoy - Floridian A/B
10:30am	Keynote Presentation by VMware - Mind Shift: Learning to Thrive Amid Disruption and Digitization- Floridian A/B
11:00am-4:00pm	Exhibit Hall Open - Hall A
12:00pm	Conference Lunch Tickets - Full conference badges only - Outside Floridian A/B
1:00-1:55pm	Using Asterisk and Kamailio for Reliable, Scalable and Secure Communication Solutions
2:00-2:55pm	The Digium Advantage - On Premises and Cloud Solutions
3:00-3:55pm	Asterisk ARI Primer
4:00pm	IDEA Showcase - Startup Pitch Event - Featuring Keynote by Jeff Pulver
4:15pm	IDEA Showcase Keynote Address by Jeff Pulver
8:00pm	ITEXPO Networking After Dark Party - Atlantic Hotel Sponsored by 888VoIP, Sonus, Cox, Spectrum, Bicom, DIDx, snom, Vtech, Tender Software and Comcast

## Friday, February 10, 2017

Room	Room 317
8:30am	Continental Breakfast Served - Full conference badges only- Outside Floridian A/B
9:00-9:55am	Mobile Call Center Apps for Asterisk - When they Work... and When they Break
10:00-10:55am	VoIP Security 101 - What You Need to Know
11:00-11:55am	Taking Advantage of the Newer Asterisk Features
11:00am-2:00pm	ITEXPO Exhibit Hall Open - Hall A
1:45PM	<b>ITEXPO \$15,000 Grand Prize Giveaway - Must be Present to Win!</b>



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[www.digium.com](http://www.digium.com)

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**Obihai Technology, Inc. (Booth: 426)**  
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[www.obihai.com/partner](http://www.obihai.com/partner)

Obihai is a global leader in the design, manufacture and support of cloud-managed communication endpoint solutions for consumer and small

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Meeting Room 213)**  
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[www.sangoma.com](http://www.sangoma.com)

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ally scalable offerings include both on-site and cloud-based business communication systems, SIP trunking, IP Phones, Gateways, Session Border Controllers and Telecom Interface Cards. Together, these provide seamless connectivity between traditional infrastructure and new technologies. Businesses can achieve enhanced levels of collaboration, productivity and ROI by partnering with Sangoma. Everything Connects When You Connect with Sangoma! Sangoma is a publicly traded company (TSX VENTURE-STC)

**Speech Mobility (Booth: 321)**  
**P/F: +1-514-765-8490 / +1-514-765-8490**  
<https://speechmobility.com/en>

Speech Mobility is a telecom software company with a mission to make phone systems smarter, mobile, and safer on the road. Our product, Evatel, is the first intelligent and speech-enabled phone system that integrates speech, unified communications, intelligent call filtering, IP telephony and other advanced technologies.

**Synway (Booth: 630)**  
**P/F: 650-475-3067 / +86 571 88850923**  
[www.synway.net](http://www.synway.net)

As a leading VoIP enabling-technologies provider in China, Synway has been partnered with applications & solution providers worldwide to deliver turkey solutions for enterprises and telecom carriers. Based on long-standing business network, Synway's appliances and equipments, with third-party compliant software platforms from some mainstream vendors (Avaya, Tadiran, Panasonic, Siemens and more), have served 5,000 plus customers, including contact centers, financial institutes, public security, government agencies, service providers, hospitality and operators. In ever-changeable environments, Synway's long-term goal would be of partnership with vendors of cloud-based unified communications, providing enterprises and SPs with a complete range of cloud-based applications, including Video and Audio Conferencing, Contact Center, IP-PBX, Unified Messaging, Social Media Services and more.

**T38Fax (Booth: 521)**  
**P/F: 888-536-4499 / 215-243-8335**  
[www.t38fax.com](http://www.t38fax.com)

T38Fax.com is a T.38 Fax over IP (FoIP) service provider offering fax-optimized SIP trunks that permit reliable, industrial-grade faxing. Visit us in Booth 428 to learn how our Power-T.38 SIP trunks can add reliable T.38 FoIP support to any SIP service. Carriers and VoIP service providers take note - route your fax minutes via T38Fax.com and your service instantly supports T.38 FoIP. Even better, you can escalate any fax problems your customers report to our support team. Free premium support from fax industry veterans ensures any intermittent fax issues are identified and corrected using science, not superstition. Primary benefits of our T.38: - Consistency is key. We don't re-sell our upstream carrier's broken T.38, we use our own high quality implementation for all calls. - Our T.38 stack supports ECM error correction, a vitally important fea-

ture of the fax protocol (ask us why in person). - Deep fax knowledge from decades of experience allows us to delight our customers with remarkable support. T38Fax is headquartered in Philadelphia and is proud to be a sponsor of this year's ITEXPO.

**Telephony Depot (Booth: 521)**  
**P/F: 800-337-1358 / 215-243-8335**  
[www.telephonydepot.com](http://www.telephonydepot.com)

Telephony Depot has been your trusted source of telephony hardware, software, service and support since 2003. We grew up alongside Asterisk and similar open source, open standards-based products, and have been proud suppliers of hardware to members of the Asterisk ecosystem since our inception. Visit us in Booth 428 to learn about the benefits of becoming a Telephony Depot reseller. Telephony Depot specializes in delighting customers with our rare combination of competitive pricing, knowledgeable pre- and post-sales technical support, and remarkable customer service. Telephony Depot is headquartered in Philadelphia and is proud to be a sponsor of this year's ITEXPO. Visit us at [www.telephonydepot.com](http://www.telephonydepot.com) today and take advantage of our low prices, and fast shipping - guaranteed!

**Telnyx (Booth: 329)**  
**P/F: 312-945-7420 / 312-962-8828**  
<https://telnyx.com>

Telnyx is a provider of wholesale VoIP services. Our goal is to democratize the Public Switch Telephone Network and transform the way you communicate every day. We do this by enabling you to "Be Your Own Carrier®" through our innovative Mission Control self-service portal and RESTful API, supported by our private network to ensure quality and security. Our SIP trunk offering allows our clients to purchase services a la carte, giving them the flexibility to only pay for what they use. Features include origination and termination, instant number provisioning from over 15,000 rate centers, CNAM, e911 and our new proprietary feature Anchorsite™, which gives you the power to decide which point of presence you'd like your media to be anchored. Visit us at [telnyx.com](http://telnyx.com)

**TSPN - Telco Service Providers Network (Booth: Meeting Room 114)**  
**P/F: 954-278-8470 / 954-278-8471**

We are the Telco Service Providers Network and we want your input! TSPN was created to provide a neutral forum where interesting individuals can share ideas & solutions; as well as stay informed on what is developing and emerging in the world of telecommunications. Whether you are hosted, rented, or onsite our network has something for you. If you are planning to start an ITSP or grow your existing ITSP there is always something to learn from our informed and helpful group members.

**VoIP Supply (Booth: 428)**  
**P/F: 800-398-8047 / 716-685-2012**  
[www.voipsupply.com](http://www.voipsupply.com)

VoIP Supply, LLC is your trusted source for everything VoIP; from our large selection of name-brand hardware to our CloudSpan Marketplace. VoIP Supply provides you with a fully staffed inbound call center with licensed, certified and highly trained VoIP experts that can help you with any problem you might have. Whether you are a home user, business, reseller or service provider, VoIP Supply has the products, experience and expertise to make your deployment a success. VoIP Supply is a three-time Inc. 500/5000 honoree, listed by Business First as one of WNY's Most Admired Companies, as well as being consistently ranked one of Western New York's Best Places to Work. VoIP Supply is also the first Certified B Corporation in Western New York.

**VoIPX/NACT (Booth: 327)**  
**P/F: 631-789-6669 / 631-789-6662**  
[www.voipxpbx.com](http://www.voipxpbx.com)

VoIPX International is a 100% U.S. based company established in 2009 with offices in New York and Utah. VoIPX is a leading provider of Cloud-Based Business Phone Systems & Unified Communications Solutions. We are powered by sister company NACT™, founded in 1982, whose core business resides in hardware and software switching /billing and specialty applications for the telecom space. With a presence in over 27 countries, NACT has been providing advanced telecommunications services for over 30 years.

**Yeastar Information Technology (Booth: 626, Meeting Room 203)**  
**P/F: 86-592-5503301 / 86-592-5503307**  
[www.yeastar.com](http://www.yeastar.com)

Yeastar specializes in the developing and manufacturing of IP-PBX and VoIP gateways, and is committed to the distribution of new generation technology products in the field of enterprise communications. In the mean time, Yeastar provides the cost-efficient solutions for ITSP to develop the enterprises ultimate purchase market.

**ZYCOO Co.,Ltd. (Booth: 527)**  
**P/F: +86 (28)85337096 / +86 28 85337096**  
[www.zycoo.com](http://www.zycoo.com)

ZYCOO is the leading developer of IP telephony products and solutions, has devoted itself over the past years to researching and developing powerful and scalable voice over IP (VoIP) solutions that mainly serve the small and medium business/enterprise markets. The company's product line includes a wide range of telephony system and its surroundings software to enable resellers and customers to implement turnkey VoIP systems or to design their own custom communications solutions. Please visit [www.zycoo.com](http://www.zycoo.com) for more information.



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<b>Wednesday, February 8 - Room 304</b>	
9:00-9:25am	Security Tools and Techniques
9:30-9:55am	Monetizing Security Opportunities Panel
10:00-10:25am	The Cases for WebRTC
10:30-10:55am	Monetizing WebRTC Panel
11:00am	Keynote Presentation by The Wireless Infrastructure Association (Floridian A/B)
11:30am	Keynote Presentation by RingCentral (Floridian A/B)
12:00pm	Conference Luncheon - Featuring presentation by Vertical - Full conference badges only (Outside Floridian A/B)
1:00-1:25pm	Re-Thinking Testing
1:30-1:55pm	Profit from Endpoint Testing
4:00pm	Keynote Presentation by iconectiv: Never Underestimate the Power of Identity (Floridian A/B)
4:30pm	Keynote Presentation by IBM (Floridian A/B)
5:00-7:00pm	ITEXPO Exhibit Hall Grand Opening Reception - Hall A
<b>Thursday, February 9 - Room 304</b>	
9:00am	Special General Session: Cloud UC - Innovation Awaits (Floridian A/B)
10:00am	Keynote Presentation by Onvoy (Floridian A/B)
10:30am	Keynote Presentation by VMware - Mind Shift: Learning to Thrive Amid Disruption and Digitization (Floridian A/B)
11:00am-4:00pm	MSP Expo/ITEXPO Exhibit Hall Open - Hall A
1:00-1:25pm	SIP Trunk Problems and Mitigation
1:30-1:55pm	Resolving SIP Trunking Problems Panel
2:00-2:55pm	Marketing and Improving Your Business Image
3:00-3:55pm	Digital Marketing Techniques that Really Work
4:00pm	IDEA Showcase - Startup Pitch Event - Featuring Keynote by Jeff Pulver (Floridian A/B)
4:15pm	IDEA Showcase Keynote Address by Jeff Pulver (Floridian A/B)
8:00pm	ITEXPO Networking After Dark Party - Atlantic Hotel - Sponsored by 888VoIP, Sonus, Cox, Spectrum, Bicom, DIDx, snom, Vtech, Tender Software and Comcast
<b>Friday, February 10 - Room 304</b>	
11:00am-2:00pm	ITEXPO Exhibit Hall Open - Hall A
1:45pm	<b>ITEXPO \$15,000 Grand Prize Giveaway - Must be Present to Win!</b>



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# **Content Marketing & Marketing Automation Sessions**

**Wednesday, February 8, 2017- Room 302**

## **9:30 AM | Introduction to Marketing Automation**

*Jeffrey Dworkin - President, Marketing Automation Partners*

As often happens with new technologies, Marketing Automation has become the latest buzzword within the marketing space. Products that were once sold under such banners as email marketing, content curation, list management, inbound marketing platforms, and outbound marketing platforms are all being sold as Marketing Automation. This session strategically aligns all of these Marketing Technologies and helps unscramble the array of functionality that is now called Marketing Automation. It also defines the which functions need to be integrated at the core of a Marketing Automation implementation and which functions can be added at the periphery to create a true best-of-breed solution

## **10:00 AM | Content Strategies for Building SEO**

*Peg Ventricelli - Managing Editor, Content Boost*

A lot of significance has been attached to getting your website to organically rank on the first page of web search. But Search Engine Optimization (SEO) can often seem like a magic box, with ambiguous rules that change so often that it is difficult for anyone but a true expert to impact actual rankings. Dynamic and relevant content are the first step. However, tying SEO to landing page design and marketing automation is the real trick, as it turns what can often be a branding exercise into the first step of the journey from anonymous web search into a real customer.

## **10:30 AM | Marketing Automation Will Never Replace Salespeople**

*Jeffrey Dworkin - President, Marketing Automation Partners*

One of the biggest obstacles to a successful implementation of a Marketing Automation Platform (MAP) is alignment with the Sales Team. This goes beyond the integration with the CRM system or other sales tools. When salespeople hear that Marketing is going to manage leads deeper into the funnel or automation tasks that used to be handled by sales they often react viscerally. Lack of understanding of MAP caused them to worry about having their skills called into question or being replaced by technology. Objections such as "I need to see all the leads, only I have the skill and experience to qualify those leads" or "Marketing is holding back leads that I could close", are all too common. Fear, Uncertainty and Doubt often cause sales people to not participate fully in the implementation of MAP and its failure becomes a self-fulfilling prophecy. Sales people attending this session will get objective information about MAP and how to use it to make them more effective and ultimately make more money. Marketers will earn the right language to overcome the objections of sales professionals so that their MAP implementation will go beyond marketing KPIs and deliver real revenue to the company topline.

## **1:30 | Live Event and Third Party Lead Acquisition**

*Jeffrey Dworkin - President, Marketing Automation Partners*

Marketing Automation has always been closely linked to digital marketing. Many people mistakenly believe that a customer journey enabled by Marketing Automation must begin with a click or a visit to a website. However, there are many other ways to feed the top of a funnel that is served through Marketing Automation. Live events, content syndication and even print and television can add leads to the top of the funnel. These leads can be tracked in the same way as other methods of acquisition to make sure that these activities are delivering the leads that actually impact sales.

## **2:00 PM | Building Your Content-Driven Online Community to Achieve Marketing Results**

*Rich Tehrani - CEO, TMC*

With an ever changing online-landscape, it can be a challenge to stay on the cutting edge of technology and marketing best practices. Organizations that build effective, content-driven Online Communities are able to connect with their target audience, improve their online visibility and establish their brand as a thought-leader.

In this presentation, participants will learn about what makes an Online Community successful, how your organization can build your own Online Community, and how partnering with a respected content producer can improve your results.

## **2:30 | The Role of Content in a MAP Implementation**

*Jeffrey Dworkin - President, Marketing Automation Partners*

Many companies have implemented (or are considering the implementation) of a Marketing Automation Platform (MAP) based on the promises of delivering higher quality leads, increasing average sale amount, moving leads more quickly from acquisition to close, increasing sales and lower cost of sale. However, as with many new technologies, many companies are failing to achieve the results promised by implementation of MAP. Many of these failures can be traced to that fact that while a quality MAP can be the engine of an outstanding marketing program, it needs fuel in order to deliver on the promises made by many MAP vendors. This session demonstrates how content can become the fuel that powers Marketing Automation. It shows how to use Content along the entire Customer Lifecycle from acquisition, to conversion, through engagement and as a post-sale tool to upsell support and additional services beyond the initial sale.





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**Gold Sponsors:**



**For Exhibitor and Sponsorship Information contact Joe Fabiano at [jfabiano@tmcnet.com](mailto:jfabiano@tmcnet.com) • 203.852.6800 Ext. 132**

<b>Wednesday, February 8 - Room 305</b>	
9:00-9:25am	Finding Your Niche in the Cloud
9:30-9:55am	Managed WFO: Taking UC to the Next Level
10:00-10:55am	Panel: So You Want to Build a Successful Hosted Cloud Communications Business
11:00am	Keynote Presentation by The Wireless Infrastructure Association (Floridian A/B)
11:30am	Keynote Presentation by RingCentral (Floridian A/B)
12:00pm	Conference Luncheon - Featuring presentation by Vertical - Full conference badges only (Outside Floridian A/B)
1:00-1:55pm	Panel: How to Differentiate Your Telecom, Managed, Hosted, and Cloud Services for Revenue Growth
2:00-2:25pm	Moving from MSP to MSSP for Fun and Profit
2:30-2:55pm	Why Automation is Critical for MSPs to Succeed
3:00pm	Top Pain Points for the Modern MSP
3:30pm	TBA
4:00pm	Keynote Presentation by iconectiv: Never Underestimate the Power of Identity (Floridian A/B)
4:30pm	Keynote Presentation by IBM (Floridian A/B)
5:00-7:00pm	ITEXPO Exhibit Hall Grand Opening Reception -(Hall A)
<b>Thursday, February 9 - Room 305</b>	
9:00am	Special General Session: Cloud UC - Innovation Awaits (Floridian A/B)
10:00am	Keynote Presentation by Onvoy (Floridian A/B)
10:30am	Keynote Presentation by VMware - Mind Shift: Learning to Thrive Amid Disruption and Digitization (Floridian A/B)
11:00am-4:00pm	MSP Expo/ITEXPO Exhibit Hall Open (Hall A)
1:00-1:55pm	Panel: How Network Function Virtualization (NFV) is Reshaping Managed Services in the 21st Century
2:00-2:25pm	The Emergence of Workplace as a Service
2:30-2:55pm	Why AI Makes Your WiFi Smarter
3:00-3:55pm	The Cloudy Future for Value Added Resellers
4:00pm	IDEA Showcase - Startup Pitch Event - Featuring Keynote by Jeff Pulver (Floridian A/B)
4:15pm	IDEA Showcase Keynote Address by Jeff Pulver (Floridian A/B)
8:00pm	ITEXPO Networking After Dark Party - Atlantic Hotel - Sponsored by 888VoIP, Sonus, Cox, Spectrum, Bicom, DIDx, snom, Vtech, Tender Software and Comcast
<b>Friday, February 10 - Room 305</b>	
9:00-9:55am	Panel: What MSPs Need to Know About APIs
10:00-10:25am	The Future of the Workplace and MSPs
10:30-10:55am	Become Indispensable: How to Become "Sticky" and Make Your Clients Love You
11:00-11:55am	Panel: What Every SMB Wants to Know about MSPs – and the Right Answers
11:00am-2:00pm	ITEXPO Exhibit Hall Open (Hall A)
1:45pm	<b>ITEXPO \$15,000 Grand Prize Giveaway - Must be Present to Win!</b>



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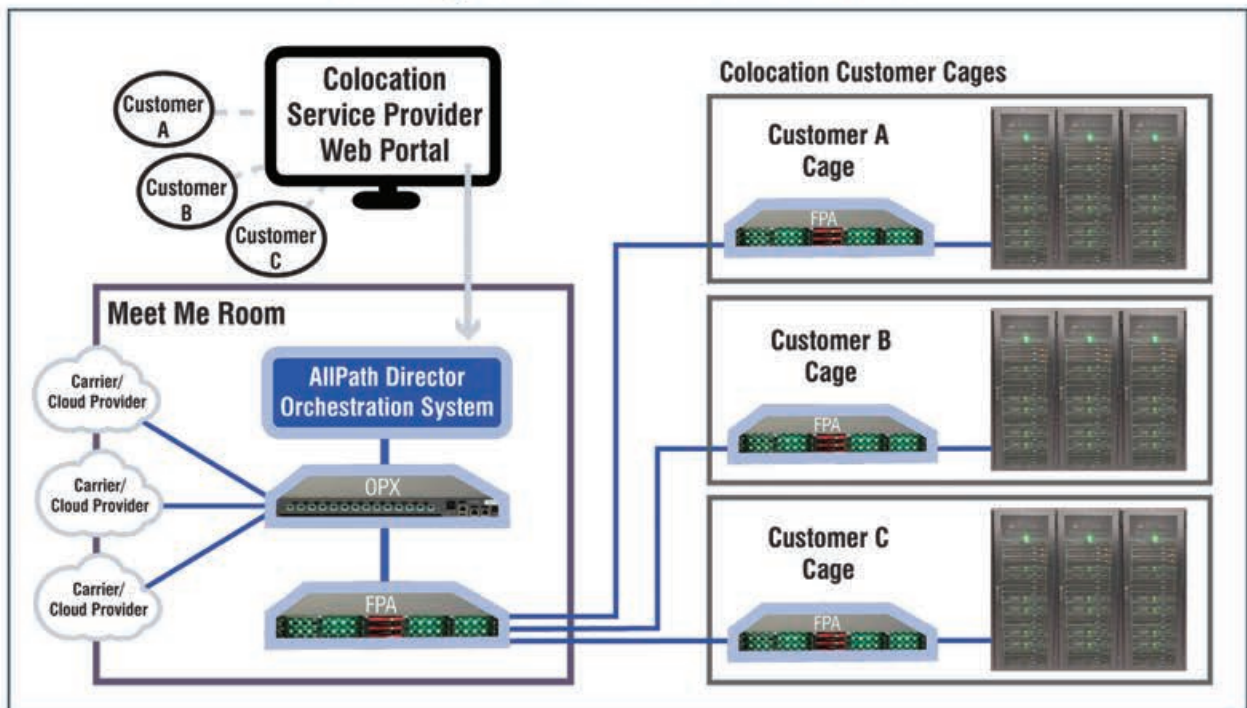
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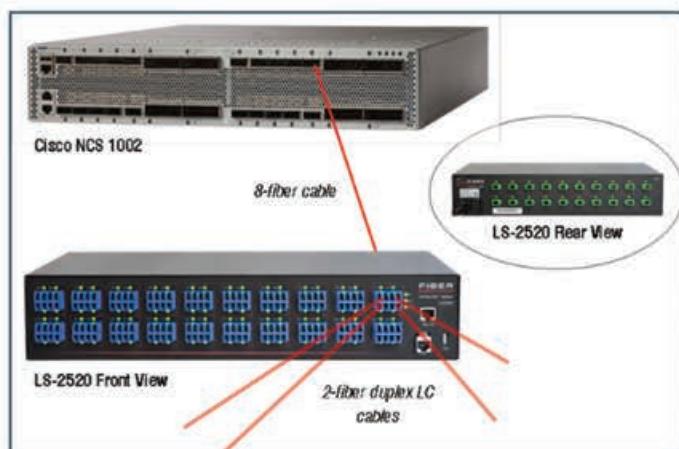
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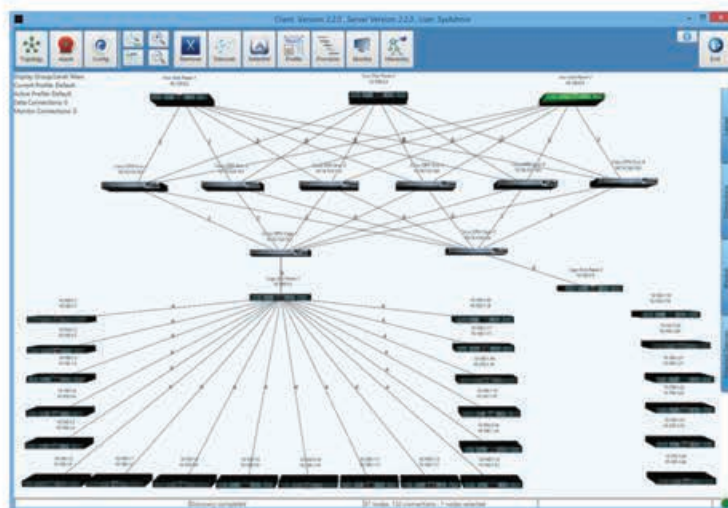
Don't miss our CEO, M.H. Raza on the panel:  
**Expect the Unexpected: What's Next for Enterprise Networks**  
Friday, 2/10/17, 11:00 am to 11:55 am



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## Quality Uncompromised



<b>Wednesday, February 8</b>	
8:30am	Continental Breakfast Served - Full conference badges only (3rd Floor Outside Floridian A/B)
9:30-9:55am	Real Time Web Communications - The Next Revolution (207)
10:00-19:55am	Panel: Creating Contextual Experiences by Embedding Voices and Messaging into Apps (318)
11:00am	Keynote Presentation by The Wireless Infrastructure Association (Floridian A/B)
11:30am	Keynote Presentation by RingCentral (Floridian A/B)
12:00pm	Conference Luncheon - Featuring presentation by Vertical - Full conference badges only (Floridian A/B)
2:00-2:25pm	Enterprise Communications: It's Personal (207)
2:00-3:55pm	Win an Apple watch during a hands-on workshop showing you how to increase conversions through omni-channel communications (318)
4:00pm	Keynote Presentation by iconectiv: Never Underestimate the Power of Identity (Floridian A/B)
4:30pm	Keynote Presentation by IBM (Floridian A/B)
5:00-7:00pm	ITEXPO Exhibit Hall Grand Opening Reception (Hall A)
<b>Thursday, February 9</b>	
8:30am	Continental Breakfast Served - Full conference badges only
9:00am	Special General Session: Cloud UC - Innovation Awaits
10:00am	Keynote Presentation by Onvoy (Floridian A/B)
10:30am	Keynote Presentation by VMware - Mind Shift: Learning to Thrive Amid Disruption and Digitization (Floridian A/B)
11:00am-4:00pm	ITEXPO Exhibit Hall Open
12:00pm	Conference Lunch Tickets - Full conference badges only (Floridian A/B)
1:00-1:55pm	Making Skype for Business Work for Your Business (207)
2:00-2:25pm	Context, Wearables, and WebRTC: Communications Next (207)
3:00-3:55pm	<div>Panel: Expanding WebRTC Capabilities Beyond the Typical Use Cases (207)</div> <div>Panel: New Revenue Opportunities with Communicatins Apps (208)</div> <div>Panel: Rerouting the Customer Journey Through Embeddable Application (318)</div>
4:00pm	IDEA Showcase - Startup Pitch Event - Featuring Keynote by Jeff Pulver
4:15pm	IDEA Showcase Keynote Address by Jeff Pulver
8:00pm	ITEXPO Networking After Dark Party - Atlantic Hotel - Sponsored by 888VoIP, Sonus, Cox, Spectrum, Bicom, DIDx, snom, Vtech, Tender Software and Comcast
<b>Friday, February 10</b>	
8:30am	Continental Breakfast Served - Full conference badges only (3rd Floor Outside Floridian A/B)
9:00-9:55am	Security and Identity in the Real-Time Web (Room 208)
11:00-11:55am	Panel: The Embedded Communications Revolution: How WebRTC will Change Everything (Room 318)
11:00am-2:00pm	ITEXPO Exhibit Hall Open (Hall A)
1:45pm	<b>ITEXPO \$15,000 Grand Prize Giveaway - Must be Present to Win!</b>





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# WIRELESS REPAIR ROUNDUP

FORT LAUDERDALE

## THE BIG AGENDA

### Room 316

#### EVENT HOURS OVERVIEW

Your Wireless Repair Roundup badge provides you access to the entire ITEXPO show floor all 3 days, or however long you wish to stay.

##### Wireless Repair Roundup Welcome Reception

Atlantic Hotel, Fort Lauderdale Beach

Tuesday, Feb 7  
6 PM - 8 PM

##### Wireless Repair Roundup Workshop

Fort Lauderdale Convention Center, 3rd Floor Ballroom

Wednesday, Feb 8  
9 AM - 5 PM

##### ITEXPO

Fort Lauderdale Convention Center

Wednesday, Feb 8  
5 PM - 7 PM | Opening Reception Exhibit Hall Main Floor

Thursday, Feb 9  
9 AM - 6 PM | Exhibit Hall Grand

Friday, Feb 10  
11 AM - 2 PM | Exhibit Hall Main Floor

Or, you can go deep-sea fishing and snorkeling after the Wireless Repair Roundup. Fort Lauderdale beach and marina is a short 20-minute walk from the convention center....

#### HOTEL & TRAVEL

Visit ITEXPO, or you can search lots of hotel options located on 17th Street or on Fort Lauderdale Beach

#### ITEXPO SHOW BADGE PICKUP

Fort Lauderdale Convention Center

Wednesday, Feb 8  
8 AM - 9 AM

Please arrive before Wireless Repair Roundup kicks off to collect your event badge directly from the ITEXPO registration desk. You can't miss it on the way to the 3rd floor ballroom.

\*Specific session titles are subject to change slightly as event date nears

#### TUESDAY, FEBRUARY 7, 2017

6:00-8:00 PM

##### Welcome Reception

Join us at **The Atlantic Hotel** terrace bar facing the Atlantic Ocean for complimentary cocktails and networking.

##### The Atlantic Hotel

601 N Fort Lauderdale Beach Blvd.  
Fort Lauderdale, FL 33304

*Attire: business casual for reception & conference.*

#### WEDNESDAY, FEBRUARY 8, 2017

Greater Fort Lauderdale/Broward County Convention Center Ballroom, 3rd Floor

Booking your Wireless Repair Roundup badge for \$299, will allow access to the full day repair industry workshop session on Wednesday, February 8th. **PLUS** all ITEXPO general admission access to the show floor and all free conference sessions offered between February 8-10, 2017. In our humble opinion, best valued badge of the entire show!

9:00 AM

##### Welcome & Opening Remarks

9:15-10:15

##### The Force is With You, Supplier Power Panel Discussion

Suppliers come together for this power panel discussion. Kick off the day with a guided conversation of what success looks like when you build your back office support with powerhouse supplier partners. Panelists will include some of the most prominent parts suppliers in repair, *together, on one stage!*

*Panelists Include:*

**DAVID SHARMA** | Co-Founder, ReVamp Wholesale  
**STEVE BARNES** | Co-Founder & COO, Mobile Defenders  
**MATT WAITE** | General Manager, LCDcycle  
**AAKASHAY KRIPALANI** | Owner, Injured Gadgets

*Moderated By:*

**JEREMY WILLIS** | President, PFM



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## Room 316

### MYCOOLCELL

10:15-11:15

#### Building Profits & Value-added Selling

Understanding the right way to merchandise and sell accessories has been a task most repair shops have been left to figure out. MyCoolCell has focused on selling into the independent wireless retail channel for more than 15 years, takeaway some of their industry insider tips for asking the right questions make accessory attachments a breeze, and get guidance on the secrets of great merchandising. Some of the top accessory brands will be on hand to answer your questions and talk about some great repair shop focused programs coming in 2017!

ALBERT BITAR | President & Owner, MyCoolCell

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### RepairShopr

11:15-12:15

#### The ROI of Automation

Automation is one of the most powerful parts of building — and scaling — a business. Setting up best-practice automations takes a small investment of time. But once done, automation pays dividends by giving you the opportunity to focus on growing your business instead of just running it day in and day out. August Langley will lead an interactive discussion on how to automate for success!

AUGUST LANGLEY | Owner-operator, Smart Phone Repair

12:15-1:15

#### Networking Lunch

### HireWellNow.

1:15-2:45

#### How to choose the BEST from The REST

No one said hiring the RIGHT employees was easy. However, if you had tools that would allow you to gauge an applicant's FIT for the Job(s) you are hiring, would you do so with more confidence? Absolutely! CEO & Better Hiring Enthusiast of Hire Well Now Jonathan Bergman (JB), shares tools and insider secrets to help make better hiring decisions FASTER that you ever thought possible. In this session, JB will discuss:

- Why is it so DARN HARD to HIRE the RIGHT PEOPLE?
- How to ATTRACT BETTER APPLICANTS
- 4 Keys to BETTER INTERVIEWING
- The secret sauce for BETTER EMPLOYEE RETENTION

This high impact 60 minutes session will have you crying, laughing and then cheering as you race back to your businesses to start HIRING BETTER!

JONATHAN BERGMAN | CEO & Founder, HireWellNow

## Katalyst

#### Customer Experience Redefined

An in-store design firm serving wireless retailers since 1998, shares valuable sound bites of how to best stay ahead of the changing landscape of retail. Is your store experience what you want it to be? Is your store ready to be the destination for IoT? Find out a few tips that won't break the bank and can make a big difference even before IoT retail categories converge on the marketplace.

TATE FISHER | CEO, Katalyst Group

### GADGET GRAVE

2:45-3:15

#### Translating Customer Experience, The Virtual Reality Tour

If you stood in your store right now and closed your eyes, then opened them — would you be excited to be standing there? Learn how to think like a merchant from the eyes of a consumer and business owner who's been at the forefront of repair store ownership since the early days.

COLE THORNTON | Legendary Pioneer in Wireless Repair & owner of Gadget Grave

### WRE

WIRELESS REPAIR EVENTS

3:15-3:45

#### Virtual Reality Demo & Networking Break

### i Fix Your i

Smart Device Repair

3:45-4:45

#### Successfully Playing in the Sandbox Together

How to streamline your business model by gravitating to your strength. The market is already fragmented, learn how to be clear with YOUR mission, YOUR delivery, and YOUR customer experience. There is plenty of room in this business for all of us to play in the sandbox together. Fragmentation is normal in every emerging industry segment. Competition is healthy, as long as you stay focused on what you and your organization does best and go for it. iFixYouri team will walk through some real world examples how you can excel on your own path.

CHRIS JOHNCKE | CEO & President, iFixYouri

4:45-5:00

#### Closing Remarks & Mind Candy, Cocktails & Networking, room available until 6pm

## ITEXPO

5:00-7:00

#### ITEXPO Exhibit Hall Grand Opening Reception

(read: Open Bar)

Check out over 100 exhibits on the show floor and network with 6,000 other IT professional attendees immediately following the Wireless Repair Roundup workshop. Attend the show floor reception downstairs on the main exhibit floor between 5-7pm to kick off the next two days of the ITEXPO.

## Wednesday, February 8, 2017

8:30am	Continental Breakfast Served - Full conference badges only (3rd Floor Outside Floridian A/B)		
TRACK	5G Summit	All About the API	Asterisk World
ROOM	315	318	317
9:00-9:25am	The Road We Are On: The 5G Trios	Without APIs, There is No Unified Communications	Asterisk from Scratch - Part 1 Intro to Asterisk & Asterisk Architecture
9:30-9:55am		APIs and CRM/Partner Management	
10:00-10:55am	Does Right of Way Change the Game?	Panel: Creating Contextual Experiences by Embedding Voice and Messaging into Apps	Asterisk from Scratch - Part 2 Installing Asterisk & Intro to DialPlan
11:00am	Keynote Presentation by The Wireless Infrastructure Association (Floridian A/B)		
11:30am	Keynote Presentation by RingCentral (Floridian A/B)		
12:00pm	Conference Luncheon - Featuring presentation by Vertical - Full conference badges only (Floridian A/B)		
1:00-1:55pm	5G Wireless: Next Wave Innovation Platform	Bringing Telecom Innovation to Market Faster with APIs	Asterisk from Scratch - Part 3 - Configuring Endpoints & Interactive Dialplan
2:00-2:25pm	5G Wireless: Next Wave Innovation Platform	Workshop: Increasing Conversions Through Omni-Channel Communications Win an Apple watch during a hands-on workshop showing you how to increase conversions through omni-channel communications.	Asterisk from Scratch - Part 4 - Advanced Dialplan
2:30-2:55pm			
3:00pm	Lessons from the Stadiums		
3:30pm			
4:00pm	Keynote Presentation by iconectiv: Never Underestimate the Power of Identity (Floridian A/B)		
4:30pm	Keynote Presentation by IBM (Floridian A/B)		
5:00-7:00pm	Exhibit Hall Grand Opening Networking Reception - (Hall A)		

## Thursday, February 9, 2017

8:30am	Continental Breakfast Served - Full conference badges only (Outside Floridian A/B)		
9:00am	Special General Session: Cloud UC - Innovation Awaits (Floridian A/B)		
10:00am	Keynote Presentation by Onvoy (Floridian A/B)		
10:30am	Keynote Presentation by VMware - Mind Shift: Learning to Thrive Amid Disruption and Digitization (Floridian A/B)		
11:00am-4:00pm	ITEXPO Exhibit Hall Open (Hall A)		
12:00pm	Conference Lunch Tickets - Full conference badges only (Hall A)		
<b>TRACK</b>		<b>All About the API</b>	<b>Asterisk World</b>
<b>ROOM</b>		<b>318</b>	<b>317</b>
1:00-1:55pm		Panel: Common Mistakes to Avoid when Building your API	Using Asterisk and Kamailio for Reliable, Scalable and Secure Communication Solutions
2:00-2:25pm		Consequences of an Unhealthy API What Businesses Need to Know	The Digium Advantage - On Premises and Cloud Solutions
2:30-2:55pm		From Monolithic to Microservices: Scaling Technology and Process for a Digital World	
3:00-3:55pm		Panel: Rerouting the Customer Journey through Embeddable Applications	Asterisk ARI Primer
4:00pm	IDEA Showcase - Startup Pitch Event - Featuring Keynote by Jeff Pulver (Floridian A/B)		
4:15pm	Keynote Presentation IDEA Showcase Keynote Address by Jeff Pulver (Floridian A/B)		
8:00pm	ITEXPO Networking After Dark Party - Atlantic Hotel - Sponsored by 888VoIP, Sonus, Cox, Spectrum, Bicom, DIDx, snom, Vtech, Tender Software and Comcast		



## Wednesday, February 8, 2017

Continental Breakfast Served - Full conference badges only (3rd Floor Outside Floridian A/B)

Business Communications Essentials	Hot Topics in Tech and Communications	MSP Expo	Service Provider Trends and Topics
207	208	305	209
End Phone Number Management Headaches	From CIO to CDO: How to Drive Innovation and Value with Data	Finding Your Niche in the Cloud	Mobility and Software Solutions for Asset Lifecycle Management and Capex Optimization
Real Time Web Communications The Next Revolution	Leveraging Analytics for Business Intelligence	Managed WFO: Taking UC to the Next Level	The Changing Cloud Landscape: Embracing The Multi-cloud Architecture
Panel: The Case for UC Diagnostics	Panel: How AI is Changing the Customer Experience	Panel: So You Want to Build a Successful Hosted Cloud Communications Business	Panel: The Growth & Importance of Data Analytics

Keynote Presentation by The Wireless Infrastructure Association (Floridian A/B)

Keynote Presentation by RingCentral (Floridian A/B)

Conference Luncheon - Featuring presentation by Vertical - Full conference badges only (Floridian A/B)

Panel: Unlocking Worker Productivity through Mobile Devices	Panel: Demystifying SD-WAN	Panel: How to Differentiate Your Telecom, Managed, Hosted, and Cloud Services for Revenue Growth	Panel: The Evolution of Networks and Services: How Virtualization is Shaping the Solutions of Tomorrow
Enterprise Communications: It's Personal	The Anatomy of a Wildly Successful Lead Gen Campaign	Moving from MSP to MSSP for Fun and Profit	Bandwidth Optimization for Today's Advanced VoIP Deployments
Intellicom Analytics Research: UC Adoption - What's Happening and Why	Using Video to Multiply Your Marketing Effectiveness	Why Automation is Critical for MSPs to Succeed	Using Data Analytics to Grow Your On-Demand Services
Panel: Cut the UC Hype: Which Deployment Model is Right for You?	Panel: Women in Tech Success Factors	Top Pain Points for the Modern MSP	When the FBI Comes Calling: What Every Service Provider Needs to Know About Lawful Intercept
		TBA	

Keynote Presentation by iconectiv: Never Underestimate the Power of Identity (Floridian A/B)

Keynote Presentation by IBM (Floridian A/B)

**Exhibit Hall Grand Opening Networking Reception - (Hall A)**

## Thursday, February 9, 2017

Continental Breakfast - Paid Passes, Speakers, Press - Palm A Continental Breakfast Served - Full conference badges only (Outside Floridian A/B)

Special General Session: Cloud UC - Innovation Awaits (Floridian A/B)

Keynote Presentation by Onvoy (Floridian A/B)

Keynote Presentation by VMware - Mind Shift: Learning to Thrive Amid Disruption and Digitization (Floridian A/B)

ITEXPO Exhibit Hall Open (Hall A)

Conference Lunch Tickets - Full conference badges only (Hall A)

What's New in Enterprise Communications	Hot Topics in Tech and Communications	MSP Expo	Service Provider Trends and Topics
207	208	305	209
Panel: Making Skype for Business Work for Your Business	Building the Customer Experience with Millennial Appeal	Panel: How Network Function Virtualization (NFV) is Reshaping Managed Services in the 21st Cen	Panel: Cutting-edge Technology to Overcome Mobile Challenges
Context, Wearables, and WebRTC: Communications Next	Chillin Like a Villain: Applying Critical Thinking to Security	The Emergence of Workplace as a Service	Virtualizing the Network: Lowering CAPEX, OPEX and Increasing Flexibility
Intellicom Analytics Research: UC - A Vendor Landscape in Flux	Leveraging the Power of Cloud to Make People Happy	Why AI Makes Your WiFi Smarter	Application Resiliency: Keys to Delivering the Cloud
Panel: Expanding WebRTC Capabilities Beyond the Typical Use Cases	Panel: New Revenue Opportunities with Communications Apps	Panel: The Cloudy Future for Value Added Resellers	Panel: Why Are Operators Struggling with Digital Transformation?

IDEA Showcase - Startup Pitch Event - Featuring Keynote by Jeff Pulver (Floridian A/B)

What SMBs Need from Their Technology (Floridian A/B)

ITEXPO Networking After Dark Party - Atlantic Hotel - Sponsored by 888VoIP, Sonus, Cox, Spectrum, Bicom, DIDx, snom, Vtech, Tender Software and Comcast

**Friday, February 10, 2017**

8:30am	Continental Breakfast Served - Full conference badges only (3rd Floor Outside Floridian A/B)					
<b>TRACK</b>	<b>All About the API</b>	<b>Asterisk World</b>	<b>What's New in Enterprise Communications</b>	<b>Hot Topics in Tech and Communications</b>	<b>MSP Expo</b>	<b>Service Provider Trends and Topics</b>
<b>ROOM</b>	<b>318</b>	<b>317</b>	<b>207</b>	<b>208</b>	<b>305</b>	<b>209</b>
9:00-9:55am	Panel: Raising The Bar for SMS - How Cloud Communications APIs are Driving Innovation in Legacy Telco Services	Mobile Call Center Apps for Asterisk - When they Work... and When they Break	Panel: Digital Transformation: Are You Using the Right Tools to Collaborate?	Security and Identity in the Real-Time Web	Panel: What MSPs Need to Know About APIs	Panel: Monetizing Communications Services in a Digital World
10:00-10:25am	Turbocharge your API Strategy with SDK	VoIP Security 101 - What You Need to Know	Panel: Customer Service, Evolved Part I	Threat Actors Explored: Grandmothers, Gangsters, Guerrillas and Governments	The Future of the Workplace and MSPs	Shared Responsibility: A Key To Effective Cloud Security
10:30-10:55am	Mobile-first Communications APIs and The Mobil Last Mile		Panel: Customer Service, Evolved Part II	They Work for Us, Litigating Away the Innovation in Internet Security	Become Indispensable: How to Become "Sticky" and Make Your Clients Love You	The Art of the Possible
11:00-11:55am	Panel: The Embedded Communications Revolution: How WebRTC will Change Everything	Taking Advantage of the Newer Asterisk Features	Panel: Expect the Unexpected: What's Next for Enterprise Networks	Panel: Emerging Technologies Likely to Influence Your Business	Panel: What Every SMB Wants to Know about MSPs - and the Right Answers	Panel: Tech Under Trump
11:00am-2:00pm	<b>ITEXPO Exhibit Hall Open (Hall A)</b>					
1:45pm	<b>ITEXPO \$15,000 Grand Prize Giveaway - Must be Present to Win!</b>					

**ITEXPO**

**CHOOSE YOUR PRIZE PACKAGE!\*\***

- 1 - Get your card stamped at the booths of the participating vendors (listed below).
- 2 - Place your completed card in the Giveaway **Entry Bin in Aisle 200**.
- 3 - Attend the drawings

**Thursday, February 9th: 5:00pm**

Drawing in Floridian Ballroom, 3rd Floor at of IDEA Showcase

**Friday, February 10th: 1:45pm**

Grand Prize drawing in Aisle 100 @ Entry Bin Location

 <b>Booth # 512</b>	 <b>Booth # 311</b>
 <b>Booth # 720</b>	 <b>Booth # 213</b>
 <b>Booth # 326</b>	 <b>Booth # 229</b>
 <b>Booth # 413</b>	 <b>Booth # 201</b>

**MUST BE PRESENT TO WIN!**

**You Must Be Present to Win Giveaways Include:**

**Gaming Package:**

- Xbox Gaming Console with Additional Controller
- Curved 55" Ultra HD Smart TV

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- Apple TV
- Apple Watch

**Home Theater Package:**

- Curved 55" Ultra HD Smart TV
- Home Theater System

**Travel Package**

- Smart Luggage
- Beats Headphones

**GRAND PRIZE GIVEAWAY:**

**\$15,000**

**\*\*All Giveaway Package Prize Items Subject to availability.**

**\*\$15,000 Grand Prize**  
is not a Package Giveaway.

Winner will be selected on Friday, February 10th: 1:45pm

**Drawings Held: Thursday, Floridian Ballroom & Friday, Aisle 200**

**PLEASE NOTE:** Each entry card is eligible to win Grand Prize.

Winners cards will be returned to the bin for inclusion in Grand Prize Giveaway Drawing.

No purchase necessary. Void where prohibited. Must be at least 18 years of age to enter. Winner must complete entry card in its entirety and must be present at time of drawing to claim prize(s). Odds of winning based on number of eligible entries. No cash equivalent prize will be awarded for specific package giveaways. Employees of TMC, ITEXPO, Greater Ft. Lauderdale/Broward County Convention Center and their affiliates are not eligible to win. Contest begins at 8:00am (EST), Wednesday, February 8, 2017, and ends upon selection of the Grand Prize Giveaway winner at approximately 1:45pm (EST) on Friday, February 10, 2017. Neither TMC, ITEXPO nor its partners assume any liability or future responsibility for the performance of or any defects in the prizes awarded. Winner must present valid ID to prove identity. Winner responsible for all applicable state and federal income taxes.



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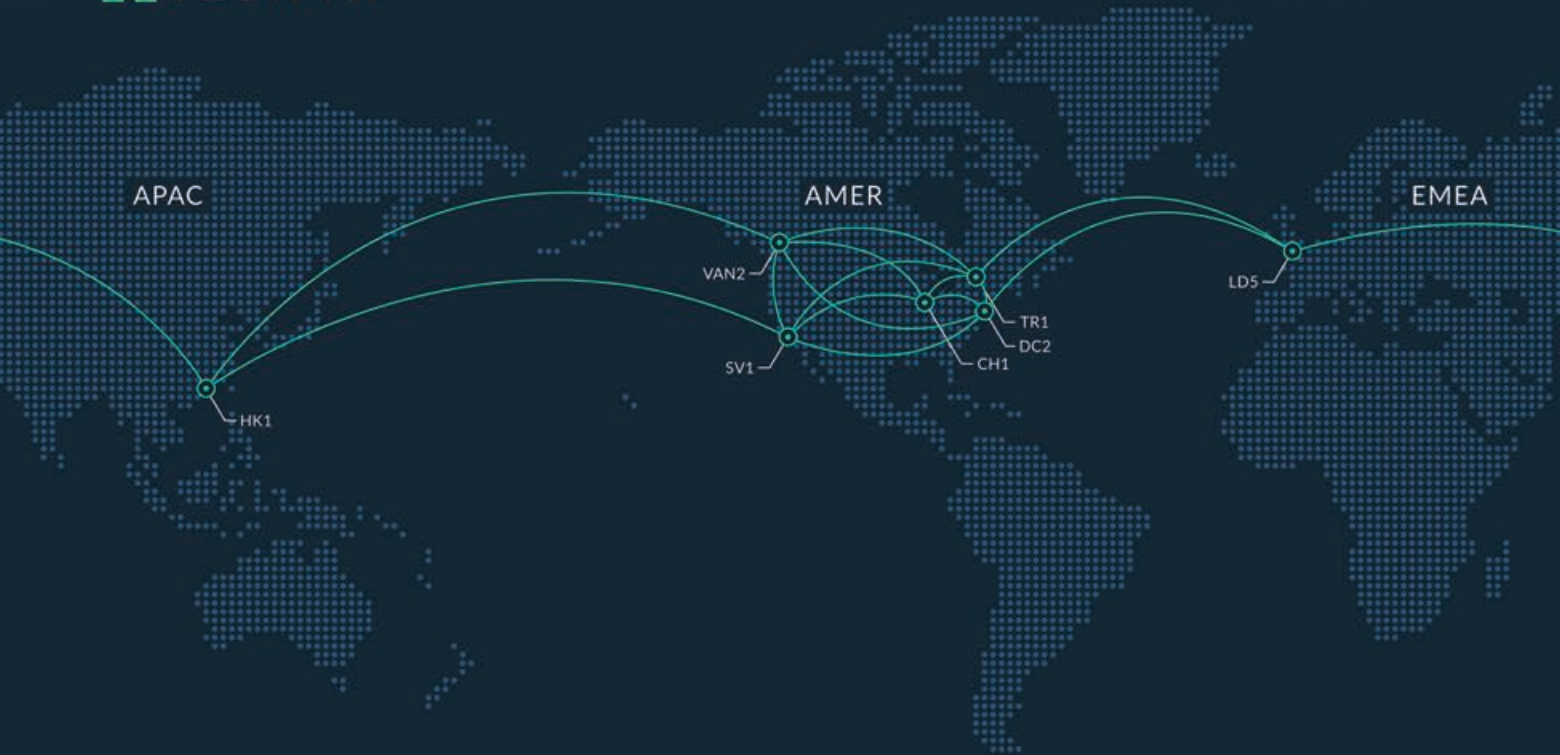
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8x8, Inc. is the global leader in cloud communications and has transformed more than 45,000 businesses in over 100 countries. 8x8's Enterprise Communications as-a-Service solution delivers a powerful continuous communications experience from desktop to mobile enabling companies of all sizes to solve critical business challenges and modernize their communications.

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CVx (ChannelVision Expo) was created to help agents, resellers & Wholesale providers develop partnership that cross traditional lines of business. Education sessions cover emerging opportunities to provide channel partners with perspective on how to adapt, what to sell and how to sell it with the ever evolving communications ecosystem.

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[www.cox.com](http://www.cox.com)

Cox Business, a division of Cox Communications, is a facilities-based provider of voice, video and data solutions for commercial customers. Cox is known for its pioneering efforts in cable telephone and commercial services, industry-leading customer care and its outstanding workplaces.

**CSF Corporation (The 8MS Toll Free Guys)(Booth 916 CVx Pavilion)**  
P/F: 732-302-0222 ext.6608 / 732-302-0799  
[csfcorp.com](http://csfcorp.com)

CSF is the leader in toll free number management, provisioning, text enablement, and Least Cost Routing (LCR) software. With over 90 RespOrg and Carrier Customers, our flagship software product 8MS manages over 50% of all toll-free numbers, and makes over 70% of all SMS/800 changes in the industry. We help our customers save time and money by simplifying and automating their toll free provisioning, and reducing their carrier costs through optimized Least Cost Routing.

**CyberData Corporation The IP Endpoint Company (Booth 826)**  
P: 831-373-2601, x334 / 831-373-4193  
[www.cyberdata.net](http://www.cyberdata.net)

CyberData Corporation, in business since 1974, has been a leading OEM design and manufacturing firm that develops peripheral devices for VoIP phone systems that facilitate legacy migration to VoIP, provides IP equivalents to existing analog phone devices and delivers Unified Communications-based Application Specific Endpoints.

**D-Link (Booth 216)**  
P/F: 800-326-1688 / 949-272-4613  
[us.dlink.com](http://us.dlink.com)

A global leader in connectivity for home, small business, mid- to large-sized enterprise environments, and service providers. An award-winning designer, developer, and manufacturer, D-Link implements and supports unified network solutions that integrate capabilities in switching, wireless, broadband, IP Surveillance, and cloud-based network management.

**Denwa Technology Corp. (Booth 611)**  
P/F: 305-587-2453 / 305-587-2453  
[www.cyberdata.net](http://www.cyberdata.net)

DENWA TECHNOLOGY CORP. Founded in 2002, based on GlobalThink, with the objective of creating applications and solutions for the emerging New Generation network. Founded by a group with IP telephony experience since 1995 and previous experience like VoIP deployments at NASA. Denwa Technology is a regional leader in Unified Communications. We design and develop the essential technology to assure and optimize communications over the Internet and Cloud technology environment. Its structure is made up of offices in the United States, Argentina and Chile, and a wide network of official distributors who market their products throughout America. Our solutions are also present in Europe, Africa and Asia





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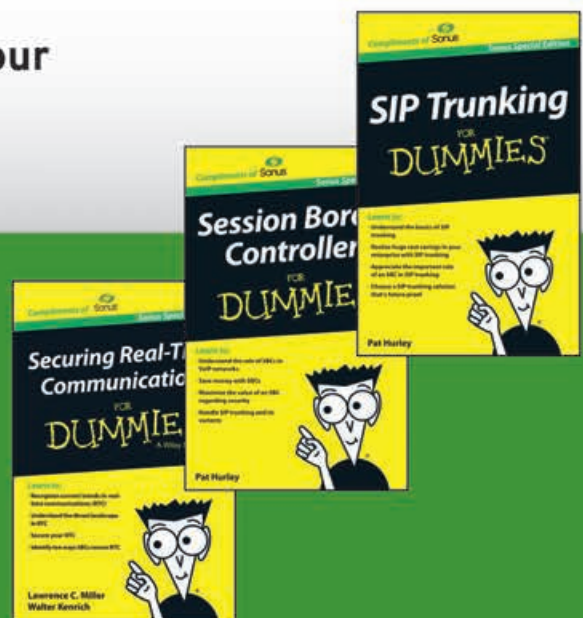
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**www.didx.net**

DIDX is a wholesale cloud technologies service company based in Pensacola, United States. It showcases the most pertinent, must-attend conferences and exhibitions such as ITEXPO via Techistan magazine, the DIDX wholesale telecom community and its strong social media presence. DIDX also enables communications apps and companies such as voice conferencing and call centers to receive phone calls, text messages and faxes over direct inbound dialing. Telecom customers can own phone numbers from 1000s of global cities in 65+ nations. The marketplace is used by 25,000 operators, carriers, and other types of telecoms via seller and buyer APIs.

**Digium (Booth 421)**  
**P/F: 256-428-6000 / 256-428-6000**  
**www.digium.com**

Digium®, Inc. provides Asterisk® software, telephony hardware, and on-premises and hosted Switchvox business phone systems that deliver enterprise-class Unified Communications (UC) and UC as a Service (UCaaS) solutions at an affordable price. Digium is the creator, primary developer and sponsor of the Asterisk project; the world's most widely used open source communications software. Asterisk turns an ordinary computer into a feature-rich communications server. A community of more than 80,000 developers and users worldwide uses Asterisk to create VoIP communication solutions in more than 170 countries. Since 1999, Digium has empowered developers to create innovative communications solutions based on open standards and open source software, providing an alternative to proprietary phone systems. Digium Switchvox Cloud and other cloud-based products and services are offered through Digium Cloud Services, LLC, a wholly owned subsidiary of Digium, Inc. Digium's business communications products are sold through a worldwide network of reseller partners.

**DrayTek Corp. (Booth 821)**  
**P/F: 886-3-5972727 / 886-3-5972121**  
**www.draytek.com**

DrayTek, established in 1997 by a group of talented engineers is now the world-leading supplier of state-of-the-art networking solutions. We have migrated from the leading provider of remote access solutions to the customized networking solutions for diverse local markets around the world. At present, DrayTek's solutions ranging from enterprise-level firewalls, mission-critical VPN/VoIP facilities for SoHo, various xDSL/broadband CPE, to prospective telecommunication products and TR-069 central management solutions (e.g. VigorACS SI) can meet the market trend and go above and beyond customers' expectations. Our success comes from the way how we build our brand. For us, DrayTek is not only a brand name but also as a commitment of quality and service.

**ENQWEST (Booth 927 CVx Pavilion)**  
**P/F: 201-625-1133 / 973-244-7337**  
**www.enqwest.com**

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Epcom is the largest distributor for security systems in all America.

**Epygi Technologies (Booth 821)**  
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**www.epygi.com**

Epygi Technologies is a worldwide manufacturer of award-winning IP PBXs and Gateways. Founded in 2000 and based in Winter Park, Florida, Epygi enhances small enterprises by producing products that are feature rich, scalable and have a low total cost of ownership. The Epygi line of QX IP PBXs and Gateways are reliable, secure and easy to install and use, offering outstanding benefits with an unparalleled range of advanced features. With up to 2,000 IP extensions supported, the IP PBXs can connect to a variety of SIP manufacturers. Epygi's customers are able to improve their productivity, lower operating expenses and enhance their image while affording the latest in telecommunications equipment.

**Escene Communication Co., Ltd (Booth 200)**  
**P/F: +86-020-82320720 / +86-20-82326757**  
**www.escene.cn/en**

Since founded in 2001, Escene Communication has been a professional provider of VoIP communication solutions, focusing on R&D, manufacturing and marketing of IP phones and related products. Over the years, Escene has grown rapidly and nowadays our product lines include Desktop IP phone, Wifi IP phone, SIP intercom/doorphone, IP speaker and Gateway, with cloud service support, which are widely used in offices, hotels and call centers etc and completely compatible with mainstream systems like Broadsoft, Avaya, Asterisk, 3CX, NEC, Elastix and Genesys etc. Escene is committed to providing affordable, easy-to-use, reliable and smart IP phones, regarding reliable quality and good service as the backbone of its business. Driven by this philosophy, our R&D team is never short of creativity and innovations. Now we've launched 5.8GHz wifi models that save customers the cost and trouble to buy and install internet cables; furthermore, our customers can make remote control of desktop IP phones by using our cell phone app EP+, receiving incoming calls and dialing numbers anywhere 3G/4G or wifi is available,

and more importantly, EP+ is free of charge and customers don't need to purchase and run a cloud server, as it's backed by Escene sever around the clock. Aiming to serve more customers around the world, Escene is seeking long term partnership with reliable distributors in different countries. Welcome to contact us if you're interested in distributing Escene products. Let's grow together!

**Experiencia SIP (Booth 628)**  
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**Fanvil Technology Co., Ltd (Booth 707)**  
**www.fanvil.com**

Fanvil, an established VoIP Desktop Phone developer and manufacturer from China recognized by the global demand for VoIP based telecommunication solutions and devices for small and medium sized business, as well as large mission-critical enterprise environments, has grown into one of the Largest and most popularized used VoIP phone around the world. Fanvil is set to become a leading IP voice and video terminal manufacturer by providing the market with cost efficient and innovative IP voice and video products. Fanvil VoIP devices are always taking the advantage of clear timbre, rich function, excellent quality, perfect service and competitive price. 2016 is one of the biggest year for Fanvil, We upgrade Fanvil completed line to color display, even for the most entry level phone. Also Fanvil introduce some new product lines in the late of 2016, including Hotel Phone, Doorphone and others. Fanvil believe the 2017 will be a harvest year, and we welcome you to be part of our successful story!

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FaxSIPit, for a quarter of a century the veteran industry leaders, have been at the forefront of developing and shaping fax communication. As a cutting-edge white label, hosted fax service provider, FaxSIPit radically simplifies the way organizations use and connect fax solutions. Our Fax centric telephony network, with large capacity allows you scalability to accommodate growth, a special design that includes a robust and redundant architecture with load balancing and fail-over capabilities. We provide award-winning dedicated fax telephony connections, HTTPS based



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Fiber Mountain, Inc. transforms physical layer connectivity into a software controlled network asset managed from the same screen as routers, switches, servers and storage. The Glass Core™ solution provides freedom from rigid data center architectures, enabling flexibility at the speed of software. Through its AllPath® Director orchestration system, Optical Path Exchange (OPX®) and All-Path® Connect family of intelligent layer 1 products, Fiber Mountain™ dramatically increases network speed and efficiency and significantly reduces traditional data center expansion and operation costs.

## **FISPA, Inc. (Booth 236)** **P/F: 877-919-4521 / 704-844-2728** **www.fispa.org**

FISPA is a non-profit association helping IT & Managed Service Providers understand the benefits of becoming a local or regional Competitive Local Exchange Carrier (CLEC) or IP-based Service Provider (ISP). FISPA provides the 'HOW TO' compete against incumbent telcos and cablecos and also 'HOW TO' work with them to add or increase month-over-month revenues. Members will find 'HOW TO' resources on fiber builds, VoIP/Hosted PBX, CLEC/ISP operations, E-Rate, cloud and increasing review and managing growth.

## **Flyingvoice Technology Co., Ltd.** **(Booth 701)** **P/F: +86-0755-26099365 /** **+86-0755-26099365** **www.flyingvoice.com**

Flyingvoice Technology Co., Ltd. is the leading company for VoIP CPE products in China. We have involved in VoIP products design and manufacture since 2007. We provide innovative and reliable VoIP products such as VoIP Analog Telephone Adapter (ATA), IP Phone, VoIP Gateway, Wireless Router with VoIP product, Wi-Fi SIP phone, and embedded IP-PBX.

## **FracTEL (Booth 910)** **P: 855-372-2835** **www.fractel.net**

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clude local origination, toll-free, termination, international, carrier data, and more. With service and number portability in more than 13,000 rate centers, they have the largest DID footprint in the business. Their termination access is also unmatched with more than 50,000 international and 500,000 total routes. They've built a network that provides quality you can rely. FracTEL, LLC 122 4th Ave. Ste. 201 Indialantic FL 32903

## **Fusion (Booth 901 CVx Pavilion)** **P: 888-301-1721** **www.fusionconnect.com**

Fusion (Nasdaq:FSNN), is the industry's Single Source for the Cloud and the premier provider of integrated cloud communications, connectivity and cloud computing solutions to small, medium and large businesses nationwide. Fusion solves the complexity of managing multiple services from multiple providers with a comprehensive portfolio of solutions that combine hosted voice and unified communications with clear connections to the cloud, converging voice and data with managed services and cloud applications. Fusion has built a robust, carrier-grade national network to ensure the highest quality, diversity and redundancy. We've also built a proprietary, high availability cloud services platform that seamlessly integrates our full complement of cloud solutions. Because we've built it, we can rapidly respond to advances in technology and changing market conditions to deliver the kind of solutions you need, when you need them. Built-in intelligence enables proactive monitoring and maintenance, and our live, U.S.-based Network Operating Center provides.

## **Global Strategic Accountants, LLC** **(Booth 536)** **P/ 678-304-6469** **www.gsaudits.com**

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## **Global Telecom (Booth 534)** **P: 716-478-9226** **www.gtephone.com**

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## **Glue Networks (Booth 636)** **P: 916-877-8224** **gluenetworks.com**

Glue Networks provides a Software Defined Network Orchestration platform called Gluware. Gluware enables automated Data Center, LAN and WAN network lifecycle management to simplify IT operations, reduce costs and boost agility.

## **Grandstream** **(Booth 311 Meeting Room 204)** **P/F: 617-566-9300 / 617-249-1987** **www.grandstream.com**

Grandstream Networks, Inc. has been connecting the world since 2002 with SIP Unified Communications solutions that allow businesses to be more productive than ever before. Our award-winning solutions serve the small and medium business and enterprises markets and have been recognized throughout the world for their quality, reliability and innovation. These solutions lower communication costs, increase security protection and enhance productivity. Grandstream was named the 2016 Global Enterprise IP Endpoints Company of the Year by renowned market research firm, Frost & Sullivan.

## **Granite Telecom (Booth 417)** **P/F: 877-884-5200 / 866-699-0081** **www.granitenet.com**

Granite provides one-stop solutions for voice, data, Internet, wireless, video and secure network options throughout the United States and Canada. Granite understands that no two businesses are run the same way, and will create a flexible communications solution tailored to each customer's needs today and in the future. Granite's scalability allows your business to grow with imminent demand.

## **HTek (Booth 805)** **P/F: +86 25-84658050 / +86 25-84658319** **www.granitenet.com**

HTek is a world-class designer and manufacturer of enterprise IP phones and gateways. Since 2005, HTek (aka Hanlong Technology) has provided customers in over 50 countries worldwide with high-quality VoIP products. HTek's UC900 IP phones continue the tradition by focusing on cutting-edge features, broad SIP compatibility, great value, and an industry-leading two-year warranty. HTek distributes its products via channel partners, and custom designs and rebrands IP phones for customers such as OEMs and ITSPs. Hanlong Technology is a private company headquartered in Nanjing, China and Europe.

## **IBM (Booth 204)** **P/F: 914-499-1900 / 914-499-1900** **www.ibm.com**

IBM is unique. It is the only company in our industry that has reinvented itself through multiple technology eras and economic cycles. We do so for one reason: to create differentiating value for our clients. We are doing so again, in an IT industry that is fundamentally reordering at an unprecedented pace. In important ways, our industry is unrecognizable from what it looked like just a few years ago. So is your company. Today, IBM is much more than a "hardware, software, services" company. IBM is now emerging as a cognitive solutions and cloud platform company.





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Jenne, Inc. is a leading value-added distributor of technology products and solutions focusing on voice, video, data networking, premise security and the cloud, including equipment and software for the Enterprise and SMB markets. More than 165 major manufacturers partner with Jenne.

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KodaCloud is the first company to offer enterprise customers Cloud Service Wi-Fi powered by patented Artificial Intelligence (AI). KodaCloud is a privately held company with investments from Comcast Ventures, Celtic House Venture Partners and Voyager Capital. KodaCloud is based in Campbell, California and Ottawa, Canada. Visit [www.kodacloud.com](http://www.kodacloud.com) and Twitter @kodacloud

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**National Domestic Communications Assistance Center (NDCAC) Booth 238)**  
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[www.ndcac.cjis.gov](http://www.ndcac.cjis.gov)

Organized under the United States Department of Justice (USDOJ), the National Domestic Communications Assistance Center (NDCAC) is designed as a hub to share technical knowledge on lawfully authorized electronic surveillance among law enforcement agencies and with the telecommunications industry. We can assist service providers with being prepared for legal requests as well as we provide verification services of your company's lawfully authorized electronic surveillance solution.

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NetGen Communications, powered by New Rock Technologies, offers a comprehensive suite of high-quality, cost-effective telephony products including configurable ATAs and gateways with 2-120 FXS/FXO ports, and IP/wireless PBXs for ITSPs, distributors and resellers to enhance their portfolio to end-users. Also learn about patented Smart FoIP®... "We make fax over IP work!"

**NetSapiens (Booth 213)**  
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NetSapiens provides advanced VoIP and Unified Communications technology to the industry's leading service providers. The scalability and flexibility of the NetSapiens platform gives service providers of any size the ability to offer more to their customers, increase their ROI and stay ahead of the competition.

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Obihai is a global leader in the design, manufacture and support of cloud-managed communication end-point solutions for consumer and small business VoIP applications. Based in Silicon Valley, California, Obihai enhances the way people communicate by providing cloud-managed IP phone and VoIP phone adapter solutions that work within the many and varied lifestyles its customers experience. Through empowering service providers and telephony system integrators with highly efficient, cost-effective and integrated service communication products, Obihai is able to deliver unprecedented value for any person who uses a phone - mobile or fixed, and a service - circuit or packet. This value allows Obihai products and services to become a crucial "add-on" to any communication service subscription.

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**Ooma (Booth 634)**  
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[www.ooma.com](http://www.ooma.com)

Ooma provides innovative communications solutions and other connected services to small businesses and consumers. Its smart platform serves as a communications hub, offering cloud-based telephony services that combine Ooma's proprietary PureVoice® HD call quality with mobile applications for reliable calling. For small businesses, Ooma Office offers a big business phone experience without the high cost or complexity of traditional phone options. PCMag recently ranked Ooma Office the #1 Internet Phone Service for Small Businesses for the third year in a row.





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Patton is a US manufacturer of VoIP/UC, cloud, and IoT enabling solutions for carrier, enterprise and industrial networks. Patton will be showing a new PoE Ethernet Extender delivering Ethernet data and Power 3000 feet; enabling system designers to position IP-enabled cameras, phones, lighting, digital signs, traffic devices and more... in previously un-reachable locations.

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**phenixp2p.com**

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**www.portaone.com**

PortaOne is a leading global software developer for modern telecom operators. The company's billing

(B/OSS & OCS) and switching (SBC & Class 4/5) products enable telecommunication service providers and carriers to run a broad-line of retail, enterprise, SME, wholesale services on a single integrated software platform. PortaOne's platforms, PortaSwitch and PortaBilling are fundamental parts of the business infrastructure for over 400 service providers and telcos in ~90 countries. PortaOne offers the best-in-industry 24/7 technical support for clients involved in hosted IPPBX and SIP trunking services, calling cards, wholesale VoIP, IPTV, residential triple-play, MVNO, MVNE, SMS, data and voice over LTE.

## **Profitec Billing Services, Inc.**

**(Booth 334)**

**P/F: 203-679-7010 / 203-679-7131**

Profitec Billing Services, Inc. (www.profitecinc.com) is a SaaS billing provider combining state of the art billing with powerful OSS components which serve a wide range of functionality. The OmniBill service integrates with platform or carrier usage data to support a wide range of billing methodologies including full taxation support.

## **ReadyNet (Booth 701)**

**P/F: 801-566-0100 / 801-566-0880**

**https://phenixp2p.com**

ReadyNet has been designing, manufacturing, and marketing connection technologies for networking telephone, data, audio, and video for over 20 years, receiving several innovation design awards. Its unique set of technologies provide compelling solutions for the end user or an installer to connect devices or the service provider to manage remotely.

## **ReadyTalk (Booth 229)**

**P/F: 800-843-9167 / 303-209-1788**

**www.readytalk.com**

ReadyTalk delivers cloud communication services, including audio, video, web and voice conferencing as well as webinars, that inspire collaboration and improve communication for today's digital and mobile workforce. By combining intuitive, innovative technology with unmatched customer service, ReadyTalk provides a seamless collaboration experience for anyone, across any device, platform or location. Everything you need, anywhere you are. ReadyTalk is headquartered in Denver, CO and was founded in 2001.

## **REVE Systems (S) Pte Ltd (Booth 809)**

**P/F: +6531633224 / +65 6491 5550**

**www.revesoft.com**

A RED Herring's 2012 Top 100 Global Winner, REVE Systems is a Singapore based company that provides VoIP & IP Communication solutions for Mobile VoIP, SIP Softswitch, VoIP Billing, Bandwidth Optimization, WebRTC, Enterprise Communication, e-Governance and Mobile OTT. REVE serves more than 4500 VoIP and telecommunication service providers in over 78 countries which also includes 100+ Million End Users. Founded in 2003, REVE has its major development centers in Bangladesh and

India with regional presence in USA, UK, UAE, Turkey, Russia, Jordan, Lebanon and Hong Kong.

## **Rigor (Booth 335)**

**P/F: 901-550-2239 / 901-550-2239**

**rigor.com**

Rigor provides testing and monitoring to increase the quality of your websites, protect your brand on the web, provide peace of mind, and enhance revenues. Rigor's suite helps technical and business users find issues and areas of improvement in websites and mobile applications by copying the behavior of users, hunting for problems in the results and staying connected to administrators 24x7.

## **RingCentral, Inc.**

**(Booth 605 Meeting Room 210)**

**P: 650-753-1341**

**www.ringcentral.com**

RingCentral, Inc. (NYSE: RNG) is a leading provider of cloud-based business communications solutions. Easier to manage and more flexible than on-premise communications systems, RingCentral's cloud solution meets the needs of modern distributed and mobile workforces, while eliminating the expense and complications of legacy hardware-based PBX systems. RingCentral is headquartered in Belmont, California.

## **Sangoma Technologies**

**(Booth 427)**

**Asterisk World Pavilion,  
Meeting Room 213)**

**P/F: 920-886-8130 / 920-486-6303**

**www.sangoma.com**

Sangoma Technologies Corporation, is a trusted leader in delivering globally scalable Voice-Over-IP telephony systems, both on-site and cloud-based. As the communication landscape evolves and businesses invest in new strategies to provide effective communications, Sangoma Technologies is your trusted partner; delivering Unified Communications solutions for SMBs, Enterprises, OEMs, Carriers, and service providers. Sangoma's globally scalable offerings include both on-site and cloud-based business communication systems, SIP trunking, IP Phones, Gateways, Session Border Controllers and Telecom Interface Cards. Together, these provide seamless connectivity between traditional infrastructure and new technologies. Businesses can achieve enhanced levels of collaboration, productivity and ROI by partnering with Sangoma. Everything Connects When You Connect with Sangoma! Sangoma is a publicly traded company (TSX VENTURE-STC)

## **Sansay (Booth 612)**

**P/F: 858-754-2200 / 858-550-2044**

**www.sansay.com**

Sansay is a leading vendor of carrier infrastructure products for session controllers, SBCs, WebRTC and NFV networks, providing highly scalable and reliable systems that are easily managed. With a full feature set for SIP retail or wholesale networks



## We are VoIP Supply!

Since 2002 VoIP Supply has delivered unparalleled service and expertise to over 125,000 customers worldwide.

Featuring the most robust VoIP specific product catalog that contains over 5,000 products from over 60 of the industry's leading manufacturers, at VoIP Supply you will find everything you need for VoIP.



### Product Offerings

You'll never fall short of meeting your customer's needs. We have the resources to create the correct solutions for every customer.



#### Hardware

As North America's most recognizable name in VoIP distribution since 2002; VoIP Supply has built lasting relationships with the industry's leading vendors to provide you with the most competitive solutions in the industry.



#### VoIP Service

Leveraging our relationships in the VoIP marketplace, VoIP Supply has partnered with North America's most reliable names in VoIP services for, Hosted PBX, SIP Trunking, and Hosted Fax.



#### Internet Service

Partnering with only Tier 1 rated Internet Service Providers, you will always be able to provide the highest level of service to your customers.

*Connections Available: Cable, T1, Ethernet Over Copper (EoC), and Fiber Connections*



#### On Site Implementation

Our VoIP Solution experts are able to pair you with an installation partner utilizing our network of integrators, from our Integrators Community.



## Did you know that VoIP Supply is a certified B Corp?

What does that mean you ask? A B Corporation Certification (B Corp) is to sustainable business what Fair Trade certification is to coffee or, what USDA Organic certification is to milk. We want to be the opposite of most other online technology resellers who focus solely on offering the lowest price and selling what's most profitable for them, and not what's best for the customer. The difference VoIP Supply is trying to make is doing a tremendous amount of education and offering real value and support to customers.



From hardware to service, we have **everything you need for VoIP** **1-800-398-8647**

[www.VoIPSupply.com](http://www.VoIPSupply.com)

running on appliances or cloud networks, the business management, LCR and billing are provided as an integrated and flexible solution.

**Sennheiser (Booth 813)**  
**P/F: 860-434-4580 / 860-434-1759**  
**en-us.sennheiser.com**

At Sennheiser, everything we do is about improving effective communication. Communication is vital to your company's success: it increases sales, solves problems faster, and boosts performance and productivity. Sennheiser headsets and conferencing systems are designed to create the most natural, comfortable listening experience possible for everyone involved in the conversation.

**ServiceTree (Booth 221)**  
**P: 844-777-1221**  
**servicetree.com.au**

ServiceTree brings knowledge and process together, then automates them. For a small monthly fee, it reduces the cost of service delivery while boosting efficiency, diagnostic accuracy, transparency and reporting. Designed by a leading Australian MSP with 16 years experience, ServiceTree uses algorithms to deliver only the information required to execute a specific task, item and location. And it does this based on key variables like: • Incident Job Roster • Customer SLA • Authorisation Level • Caller priority • Location Priority • Incident Priority • Technician Proficiency Configured by subject matter experts to provide support services down to micro level, it is effectively a dynamic but highly structured knowledge engine. And its power grows over time as its body of knowledge evolves. It consolidates all the important knowledge held by your technical teams and converts it to a set of structured procedures.

**SimpleWan (Booth 735)**  
**P/F: 602-744-000 / 602-274-4000**  
**www.simplewan.com**  
SD-WAN / Cyber Security

**Snom, Inc./vtech (Booth 727, Meeting Room 203)**  
**P/F: 339-227-6168 / 925-886-2474**  
**www.snom.com**

Founded in 1997 and headquartered in Berlin, Germany, Snom is a German multinational corporation that manufactures the world's first and leading brand of professional and enterprise VoIP telephones. We aim to provide you with devices that deliver high-quality communications everywhere you are. Snom wants to be at the heart of your communications, whether that's by way of your mobile phone, your desk phone, your computer or beyond.

**Sonus (Booth 413)**  
**P/F: 1-855-Go-Sonus / 1-855-Go-Sonus**  
**www.sonus.net**

Sonus brings the next generation of Cloud-based SIP and 4G/VoLTE solutions to its customers by enabling and securing mission critical traffic for VoIP,

video, IM and online collaboration. With Sonus, enterprises can intelligently secure and prioritize real-time communications, while service providers can deliver reliable, secure real-time services for mobile, UC and social applications. Sonus offers an award-winning portfolio of hardware-based and virtualized Session Border Controllers (SBCs), Diameter Signaling Controllers (DSCs), Cloud Exchange Networking Platform, Policy/Routing servers and media/signaling gateways.

**South Florida Technology Alliance (Booth 237)**  
**P: 954-790-5564**  
**www.southfloridatech.org**

The South Florida Technology Alliance (SFTA) promotes the growth, success and awareness of the regional technology community. Through events, networking, programs and education, we provide south Florida's technology-related companies, academic institutions, entrepreneurs, governments and related organizations with an active forum to grow the business of technology in our region.

**Spectrum Partner Program (Booth 218)**  
**P: 844-633-3722**  
**business.spectrum.com/content/channel-partners**

Spectrum is the fastest growing TV, Internet, and Voice provider in the United States delivering the most advanced, fiber-rich technology in the industry. We provide the fastest Internet for the price, advanced voice solutions, and TV with the most free HD channels. As a result of the transaction with Time Warner and Brighthouse, we now reach over 24 million homes and business of all sizes from New York to California to Florida. As the second largest cable company in America, we have over 90,000 employees working every day to deliver the highest-quality products, more value and better service.

**Speech Mobility (Booth 321)**  
**P/F: 514-765-8490 / 514-765-8490**  
**hspeechmobility.com/en**

Speech Mobility is a telecom software company with a mission to make phone systems smarter, mobile, and safer on the road. Our product, Evatel, is the first intelligent and speech-enabled phone system that integrates speech, unified communications, intelligent call filtering, IP telephony and other advanced technologies.

**Subsentio LLC (Booth 434)**  
**P/F: 303-794-6936 / 866-217-4097**  
**www.subsentio.com**

• Subsentio is a certified Trusted Third Party Provider that delivers customized "Safe Harbor" CALEA compliance solutions to telecom carriers throughout the U.S. & internationally. It does so through its own technical services and its experienced administration of "Safe Harbor" intercept procedures with law enforcement agencies. Utilizing its unique Safe Harbor Probe or its Harbor Intercept hosted mediation serv-

ices, the Subsentio "Safe Harbor Compliance Program" provides "Safe Harbor" to its customers against possible non-compliance penalties. In addition it provides Record Production and DMCA services to its customers.

**Synway (Booth 630 Asterisk World)**  
**P/F: 650-475-3067 / +86 571 88850923**  
**www.synway.net**

As a leading VoIP enabling-technologies provider in China, Synway has been partnered with applications & solution providers worldwide to deliver turnkey solutions for enterprises and telecom carriers. Based on long-standing business network, Synway's appliances and equipments, with third-party compliant software platforms from some mainstream vendors (Avaya, Tadiran, Panasonic, Siemens and more), have served 5,000 plus customers, including contact centers, financial institutes, public security, government agencies, service providers, hospitality and operators. In ever-changeable environments, Synway's long-term goal would be of partnership with vendors of cloud-based unified communications, providing enterprises and SPs with a complete range of cloud-based applications, including Video and Audio Conferencing, Contact Center, IP-PBX, Unified Messaging, Social Media Services and more.

**T38Fax (Booth 521 Asterisk World Pavilion)**  
**P/F: 888-536-4499 / 215-243-8335**  
**www.talkdesk.com**

T38Fax.com is a T.38 Fax over IP (FoIP) service provider offering fax-optimized SIP trunks that permit reliable, industrial-grade faxing. Visit us in Booth 428 to learn how our Power-T.38 SIP trunks can add reliable T.38 FoIP support to any SIP service. Carriers and VoIP service providers take note - route your fax minutes via T38Fax.com and your service instantly supports T.38 FoIP. Even better, you can escalate any fax problems your customers report to our support team. Free premium support from fax industry veterans ensures any intermittent fax issues are identified and corrected using science, not superstition. Primary benefits of our T.38: - Consistency is key. We don't re-sell our upstream carrier's broken T.38, we use our own high quality implementation for all calls. - Our T.38 stack supports ECM error correction, a vitally important feature of the fax protocol (ask us why in person). - Deep fax knowledge from decades of experience allows us to delight our customers with remarkable support. T38Fax is headquartered in Philadelphia and is proud to be a sponsor of this year's ITEXPO.

**Talkdesk (Booth 201)**  
**P/F: 415-842-4551 / 415-842-4551**  
**www.talkdesk.com**

Talkdesk is a next-generation, cloud-based contact center software that helps deliver delightful customer service. Unlike legacy systems, Talkdesk can be easily deployed without phones, hardware, downloads or IT experts. Deployment can be managed in a matter of minutes using only a web browser. Talkdesk's



Join the millions of global end users utilizing Sangoma Communication platforms to power their business communications!

The feature rich Open Source FreePBX platform, or the enhanced PBXact platform providing all the features and functions, wrapped up in an easy-to-use flexible package.

Get the ideal communication solution, deployed on prebuilt ready to install appliances, the PBXact Cloud, or even your own hardware!



### PBXact – The Complete Solution

PBXact UC is built on the power of FreePBX, the world's most popular IP business communication system with over 2 million active installations and a vibrant ecosystem of resellers, integrators and developers.

PBXact is a truly scalable, feature rich and flexible platform. Combining this versatility with Sangoma's range of IP Phones, VoIP Gateways, Session Border Controllers and expansion cards means a complete solution from a single vendor. The reassurance that it will "just work" because Sangoma designed it to work together means that you can continue to run your business and not worry about the communication.



### Appliances

Ready to deploy telephony appliances preloaded with PBXact or FreePBX. With support for up to 5000 endpoints!



### PBXact Cloud Service

Provides the power of PBXact in the PBXact Cloud.



### SIPStation SIP Trunks

Bring tightly integrated voice, SMS and Fax over IP services to your PBX deployments.



### Sangoma VoIP Phones Feature Zero Touch Installation

Sangoma phones are so smart they are quickly and easily connected right out of the box.

Designed for FreePBX and PBXact, Sangoma phones feature Plug and Play deployment; native VPN for secure connections; phone and user management from the PBX control panel; and soft key functions like call flow management, queue management, presence, etc.



### Be Empowered - Join the Sangoma Partner Program

Provide your customers with outstanding VoIP and Unified Communications quality products that deliver industry-leading value. We offer tiered reseller and agent programs designed to fit your business. To Become a Partner visit: <http://sangoma.com/partner-program-itexpo/>

Discover all the features PBXact has to offer at:  
<http://sangoma.com/pbxact-itexpo>

web-based interface provides robust, enterprise-level contact center functionality with advanced features like call recording, click-to-call and advanced routing. Talkdesk also includes 25+ seamless out-of-the-box integrations with high-profile business tools, including Salesforce, Zendesk, Desk.com and Slack. Talkdesk empowers contact center managers to improve productivity and responsiveness by making data-driven decisions based on comprehensive historical reporting and real-time metrics. Automations can be easily set up to reduce entry errors and eliminate duplication. Contact center agents use Talkdesk to work from anywhere and stay connected with the customers who need them. Agents on calls are continuously updated with real-time CRM account information and customer call logs. These increasingly personalized conversations drive gains in customer satisfaction and loyalty. Today, customer heroes at more than 1200 companies are using Talkdesk to provide world-class customer support.

**TCG (Booth 902 CVx Pavilion)**  
**P/F: 954-776-5000 / 954-449-0515**  
**www.tcg-partners.com**

Telecom Consulting Group is a Master Agency based out of Fort Lauderdale, FL and has been in business for 27 years. TCG offers hands on support and excellent residual commission paid for as long as the customer stays on service. TCG passes through 100% of the carrier bonuses to their agents, and don't have quotas. TCG has over 2000 nationwide agents and 13 channel managers across the country. TCG has the best back office in the business to serve their agents. TCG strives to deliver the best support in the industry. They specialize in COAX cable, Metro Ethernet, Hosted VoIP, PRI, Analog lines, dynamic T1's, SIP, 3G/4G Wireless Internet, and numerous Cloud services. TCG gives their agents access to the best of breed Cable Companies, CLEC's, LECs, and Hosted VoIP Carriers.

**Telarus (Booth 926)**  
**P: 877-346-3232**  
**www.telarus.com**

Partners See What Others Can't, we have created a set of tools to help them win more business. We are proud to offer our partners performance monitoring of all circuits ordered, patented pricing tools to aid in carrier selection/optimization, and cloud engineers to aid partners in complex network design. Our project management team ensures the services ordered are turned up properly. Account managements allows partners to focus on selling, while our team manages the renewal process and upsells on their behalf. Telarus was voted the best master agent by the members of the Telecom Association for over five years in a row and is a top three channel partner for nearly all providers it represents. For more information on the Telarus partner program, please visit [www.telarus.com/partners](http://www.telarus.com/partners) or call 877-346-3232.

**Telecom Reseller (Booth 228)**  
**P/F: 360-260-9708 / 360-260-9708**  
**telecomreseller.com**

Telecom Reseller is your source for news, information and insight on UC, Cloud and Collaboration. We report extensively on enterprise grade cloud, mobility, Skype, WebRTC, on prem and cloud based solutions. Our eBulletins, podcasts, broadcasts, online and print editions reach over 40,000 qualified readers. For a free subscription visit <http://telecomreseller.com/subscribe-form/>.

**TeleDynamics (Booth 820)**  
**P/F: 800-847-5629 / 800-847-5675**  
**www.teledynamics.com**

TeleDynamics is a wholesale supplier of telecommunications products as well as a variety of consumer electronics. Over the past 30 years, we have nurtured a tradition of excellent customer service and expert product knowledge while providing competitive pricing to our customers. We are committed to expanding and growing our product offerings to meet consumer demands. We also offer national brand name products including Panasonic, Grandstream, Yealink, VTech, Motorola, Plantronics, and many more.

**Telephony Depot (Booth 521 Asterisk World Pavilion)**  
**P/F: 800-337-1358 / 215-243-8335**  
**www.telephonydepot.com**

Telephony Depot has been your trusted source of telephony hardware, software, service and support since 2003. We grew up alongside Asterisk and similar open source, open standards-based products, and have been proud suppliers of hardware to members of the Asterisk ecosystem since our inception. Visit us in Booth 428 to learn about the benefits of becoming a Telephony Depot reseller. Telephony Depot specializes in delighting customers with our rare combination of competitive pricing, knowledgeable pre- and post-sales technical support, and remarkable customer service. Telephony Depot is headquartered in Philadelphia and is proud to be a sponsor of this year's ITEXPO. Visit us at [www.telephonydepot.com](http://www.telephonydepot.com) today and take advantage of our low prices, and fast shipping - guaranteed!

**teli (Booth 621)**  
**www.teli.net**

A love for technology and curiosity of what could be inspires us to design, create, and innovate advanced ways to connect people, simplify lives, and enhance interactions. Great communication experience are at the heart of what we do.

**Telinta (Booth 627)**  
**P/F: 973-467-3364 / 973-467-3364**  
**www.telinta.com**

Founded in 2002, Telinta, Inc. offers secure and reliable cloud-based Switching and Billing solutions for VoIP service providers around the globe. Telinta's full portfolio of white label carrier-grade solutions is highly customizable for VoIP service providers and their resellers. This includes Hosted PBX, Call Centers, Audio-Conferencing, Business and Residential VoIP, Mobile solutions, WebRTC, Wholesale VoIP, Calling Card, Pinless, and other solutions.

**Telispire (Booth 914 CVx Pavilion)**  
**P/F: 940-397-9600 / 940-397-9610**  
**www.telispire.com**

Telispire provides a highly flexible Turnkey Solution that enables MVNOs the ability to select from a robust suite of services to meet business critical needs to maximize your brand potential. This flexibility, combined with a dedicated team of telecommunication professionals, enables you to offer a nationwide wireless product that will enhance revenues and profitability through a Postpaid or Pre-paid offering.

**Telnix (Booth 329)**  
**P/F: 312-945-7420 / 312-962-8828**  
**telnix.com**

Telnix is a provider of wholesale VoIP services. Our goal is to democratize the Public Switch Telephone Network and transform the way you communicate every day. We do this by enabling you to "Be Your Own Carrier®" through our innovative Mission Control self-service portal and RESTful API, supported by our private network to ensure quality and security. Our SIP trunk offering allows our clients to purchase services a la carte, giving them the flexibility to only pay for what they use. Features include origination and termination, instant number provisioning from over 15,000 rate centers, CNAM, e911 and our new proprietary feature Anchorsite™, which gives you the power to decide which point of presence you'd like your media to be anchored.

**Telstra (Booth 915 CVx Pavilion)**  
**P/F: 212-863-2833 / 212-509-0810**  
**www.telstra.com.au**

Telstra offers a suite of proven, innovative solutions for the financial services industry, including; connectivity, global cloud, security, as well as real-time communication and collaboration services. Telstra is a leading global supplier of managed network services and international data, voice and satellite services and owns one of the most technologically advanced IP backbone networks in the world. We are strategically located across all the major exchanges providing you with faster access to market data and improved response times. Telstra serves companies, spanning Europe, Asia Pacific and the Americas. We are in 230 countries and territories across the globe. Visit [www.telstraglobal.com](http://www.telstraglobal.com) for more information.

**Temasys (Booth 737)**  
**P: 347 440-4700**  
**www.temasys.io**

Temasys is a Platform as a Service (PaaS) company based in Singapore and Palo Alto, USA. The Temasys Platform for Embedded Real-Time Communications (ERTC) enables business application developers to easily integrate voice, video, chat and data transfer into any app, on any device, at any scale. Unlike other Communications Platforms, WebRTC Platforms, and single-purpose communication apps, Temasys bridges the gap between the pure open source WebRTC and a complete, enterprise-





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**Tender Software (Booth 839)**  
**P/F: 888-975-7080 / 888-975-7080**  
**tendersoftware.com**

Tender Software provides top-notch software development resources to business clients for \$14.99/hr. We operate offshore software development offices, from which we deliver high quality development for dozens of skills, including .Net, PHP, iOS, and Android. Rock solid development plus US management = hundreds of happy clients!

**Tigerpaw Software (Booth 217)**  
**P: 402-592-4544**  
**www.tigerpawsoftware.com**

Tigerpaw's comprehensive tool empowers more than 40,000 users to manage, automate and integrate business functions all within one, easy-to-use system. Tigerpaw offers a comprehensive/ business automation solution for companies in industries as varied as A/V, IT, telephony, security and POS to medical equipment and ATM machines.

**TimelyBill (Booth 312)**  
**P/F: 954-889-6699 / 954-573-6484**  
**timelybill.com**

TimelyBill® is a billing platform designed for communications service providers. Whether your organization delivers VoIP, Triple Play or Quad Play, our single stack solution is designed to accommodate all of your back office needs.

**TOGA Customer Service (Booth 529)**  
**P/F: +525514505050 / +525514505050**  
**www.togasoluciones.com**

Mexican company with 15+ years of market experience. Technology Specialists, Pro Services and Call / Contact Centers Support.

**TransNexus (Booth 416)**  
**P: 404-526-6053**  
**transnexus.com**

TransNexus has been a pioneer in VoIP solutions since 1997. TransNexus software, with SIP Analytics(R), is the premiere solution for real time fraud control and advanced intelligent routing.

**TSPN-Telco Service Providers Network (Booth 114)**  
**P/F: 954-278-8470 / 954-278-8471**  
**www.linkedin.com/groups/7067017/profile**

We are the Telco Service Providers Network and we want your input! TSPN was created to provide a neutral forum where interesting individuals can share ideas & solutions; as well as stay informed on what is developing and emerging in the world of telecommunications. Whether you are hosted, rented, or on-site our network has something for you. If you are planning to start an ITSP or grow your existing ITSP

there is always something to learn from our informed and helpful group members.

**Unimax (Booth 516)**  
**P/F: 800-886-0390 / 612-338-5436**  
**unimax.com**

Unimax provides a UC Management Software Suite for provisioning, employee self-service moves, adds, changes, and deletes (MACDs), help desk agent MACDs, automation (e.g. provisioning/de-provisioning), phone number and DID management, system migrations (between Avaya/Nortel, Cisco, Skype for Business, etc.), unified MACD administration and more for single and multi-vendor communication environments.

**UnitedCloud Inc. (Booth 929)**  
**P/F: 587-885-1306 / 403-536-9129**  
**www.unitedcloud.ca**

White-label and agent programs from established Canadian Service Provider offering services in Canada and the USA. Offering partners a complete line of SIP Trunking, Hosted PBX, Internet Fax, Broadband Internet, GPS Tracking and shortly Hosted Surveillance/CCTV. Looking for partners needing a complete turnkey solution with quoting/CRM, self-managed portal, provisioning, porting, invoicing, and customer care options, either white-labelled or as an agent.

**V1 VoIP (Booth 235)**  
**P: 561-282-5502**  
**v1voip.com**

V1 Voip is a Premier VoIP telecommunication provider whose goal is to differentiate themselves in the market place by offering wholesale Origination, Termination and E911 services with a competitive simple pricing model and low minimum commitments with the Quality and Reliability that will allow even the smallest providers the keys to success in this very competitive industry. We have a state of the art back-end support portal that allows our clients access to all of our Carrier services .We have built an enterprise class network utilizing industry leading hardware and a carrier grade soft switch with fully geographic redundancy and 24/7 support.

**Verizon (Booth 537)**  
**P: 732-532-4993**  
**thingspace.verizon.com**

Verizon Cloud allows users to access and manage their content on any of their devices, even when they are on-the-go. If you are a developer, you can use Verizon Personal Cloud Storage APIs to create apps that let your users access the content stored in their Verizon Cloud accounts from your app. As such, Verizon Cloud service can provide both the content as well as the repository for your app. To simplify and accelerate the development process, we provide Software Development Kits (SDKs) that consists of libraries, documentation sets, and sample apps. You can use them to build apps for platforms such as Android, iOS, OS X, Java, JavaScript, PHP, Python, Node.js and Ruby.

**ViBE - Voice and Internet Bandwidth Enhancer (Booth 929)**  
**P/F: 403-295-3911 / 403-536-9129**  
**www.voipex.co.uk**

Bandwidth Optimization technology for today's VoIP and IT network deployments. Today's modern service providers and communication resellers are looking for ways to better manage their customer experience, simplify routing, and improve quality and availability, without spending a fortune on expensive connections. Low cost solutions exist to create highly efficient and reliable bandwidth to the client's premise using cheap and widely available DSL, Cable and Wireless links. By using patented, secure and rich Voice VPN's, link bonding, monitoring and redundancy options, virtual MPLS functionality, and true voice and data convergence. Service Provider deliver up to 25 simultaneous SIP or Hosted PBX calls over a 256kbps circuit using only 1/5th of the traditional bandwidth with an edge gateway costing less than \$250. Our newer enhancements being rolled into the technology that allow for TCP Acceleration and SD-WAN deployments using the same hardware/software, allowing additional enhancements without further hardware or installation costs.

**Viking Electronics Inc. (Booth 717)**  
**P/F: 715-386-8861 / 715-386-4344**  
**www.vikingelectronics.com**

Viking Electronics designs and manufactures over 500 communication and security products, including VoIP and analog emergency phones, entry systems, paging interfaces, paging amplifiers, mass notification systems, hot line products, and enclosures. All Viking products are designed, manufactured, supported here in the USA, and backed by a two year limited warranty.

**Vitality (Booth 305)**  
**P/F: 303-997-2366 / 303-848-4840**  
**www.vitality.com**

Experience. Passion. Performance. Vitality specializes in High Performance Wholesale VoIP Solutions for VARs, ITSPs and VSPs. Our mission is to empower our customers with innovative products and services that enable them to successfully compete in the IP communications industry. Product offerings include: SIP trunking; call origination; local, international and domestic DIDs; domestic and international call termination; virtual fax and fax ATAs; hosted PBX, E911, APIs and introducing Vitality' Private Label UCaaS Platform powered by Atlas.

**VoIP Innovations (Booth 713)**  
**voipinnovations.com**

The key to success at VoIP Innovations is to use technology to provide choice, automation, and control to our customers. We do this through our industry leading BackOffice platform, Titanium III. Our core services include Wholesale VoIP origination and termination, Fraud Detection, Hosted Billing, E911, SMS, an End User Portal, and over 500,000 DIDs.





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**VoIP Supply (Booth 428)**  
**P/F: 800-398-8047 / 716-685-2012**  
**www.voipsupply.com**

VoIP Supply, LLC is your trusted source for everything VoIP; from our large selection of name-brand hardware to our CloudSpan Marketplace. VoIP Supply provides you with a fully staffed inbound call center with licensed, certified and highly trained VoIP experts that can help you with any problem you might have.

Whether you are a home user, business, reseller or service provider, VoIP Supply has the products, experience and expertise to make your deployment a success. VoIP Supply is a three-time Inc. 500/5000 honoree, listed by Business First as one of WNY's Most Admired Companies, as well as being consistently ranked one of Western New York's Best Places to Work. VoIP Supply is also the first Certified B Corporation in Western New York. Our dedicated Solution Specialists are here to help.

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**Voipswitch (Booth 226)**  
**P/F: +442081369000 / +442081369001**  
**www.voipswitch.com**

Voipswitch VoIP software clients caters for all mobile and desktop operating systems. The RCS enhances VoIP services by adding a whole suite of new features going beyond voice and text communication. Users can make video calls, see other users presence information, share location, send multimedia files or take part in a group chats.

**VoIPX/NACT (Booth 327 Asterisk World)**  
**P/F: 631-789-6669 / 631-789-6662**  
**www.voipxpbx.com**

VoIPX International is a 100% U.S. based company established in 2009 with offices in New York and Utah. VoIPX is a leading provider of Cloud-Based Business Phone Systems & Unified Communications Solutions. We are powered by sister company NACT™, founded in 1982, whose core business resides in hardware and software switching/billing and specialty applications for the telecom space. With a presence in over 27 countries, NACT has been providing advanced telecommunications services for over 30 years.

**Voxbone (Booth 812)**  
**P/F: +1 804 4091 306 / +32 2 808 00 00**  
**www.voipxpbx.com**

Voxbone is the market leader in providing virtual local phone numbers (often referred to as inbound SIP trunks, or DID numbers). Its services enable cloud communications providers, international carriers and enterprise contact centers to extend the reach of their voice networks internationally, rapidly and at minimal cost. The company delivers high-quality inbound SIP trunks from 60+ countries and more than 9,000 cities globally. Voxbone is the only operator of its kind with its own number ranges, telecommunications licenses and a global private VoIP backbone. Customers include: Telefónica, Deutsche Telekom, Orange Business Services, NTT Communications, 8x8 Inc., InContact, Serenova and Skype.

**Wholesale Carrier Services  
(Booth 907 CVx Pavilion)**  
**P/F: 954-227-1700 / 954-905-4277**  
**wcs.com**

WCS provides fully managed and connected, end-to-end, next-generation cloud communication and connectivity solutions including network-WCS SIP Trunking, networkWCS Business PBX, managed connectivity, managed failover, MPLS and DIA. We are a 21 yr channel partner focused carrier and offer industry-leading pricing and commissions.

**WiredIQ (Booth 910 CVx Pavilion)**  
**P: 941-922-9646 ext 101**  
**kangascloud.com**

WiredIQ is a Technology company that works exclusively through the channel and white label resellers



## EXHIBITOR DESCRIPTIONS

to provide SD-WAN, Unified Communications, Network Security as a Service, IT Managed Services, Video Surveillance, Burglar Alarm and a Building Controls via the Internet of Things all controlled from a single edge appliance called the WiredIQ BrainBox which connects the customer premise to the cloud via multiple broadband points. Joe Rhem jrhem@kangascloud.com (941) 922 - 9646 ext 101 Chief Technology Officer www.kangascloud.com 4545 Mariotti ct Sarasota Fl 34233

### **XCast Labs, Inc. (Booth 221)** **P: 310-362-6080** **www.xcastlabs.com**

XCast Labs provides enterprise grade suite of unified cloud services globally through it's proprietary VoIP technology. XCast's best in class services include Hosted Voice and Data Services and Managed Carrier Services and Contact Center Solutions. Our solutions couple competitive rates with scalable, reliable connections for worldwide companies large and small who demand the best.

### **Xiamen VBET Electronics Co., Ltd** **(Booth 435)** **P/F: +86 13695036769 /** **0592-5778728-6007** **www.vbet.cn/EN**

Focusing on the concept of "Valuing you Better", making professional Marketing, Designs, Manufacturing, Servicing of contact center headsets, UC headsets, Wireless headsets, headset telephones, amplifier and other acoustic-electronics products.

### **Xorcom (Booth 320)** **P/F: +972 (0)4 995-1999 /** **+972 (0)4 995-1984** **xorcom.com**

Xorcom offers a wide range of PBX appliances and software PBX virtual machines for various virtualization platforms. Xorcom phone systems are based on its CompletePBX software that provides an intuitive and secure way to manage software PBX and PBX appliances. Xorcom offers a wide range of USB gateways for analog and digital telephony connectivity to create full hybrid PBX including high-density systems. Hotel PBX - Xorcom systems integrate with a range of hotel PMS to provide the perfect hotel phone system. Since 2004 Xorcom offers its products in over 100 countries across the globe.

### **Xtel, Inc. (Booth 227)** **P/F: 800-GET-XTEL / 856-596-9777** **www.xtel.net**

With 23+ years of experience, Xtel is widely recognized for our commitment to the telecommunications and carrier needs of government entities, school districts, other MSPs, and businesses of every size. We focus on implementing smart and cost-effective communication solutions, not just technology for the sake of technology.

### **Yealink (Booth 407)** **P: 05925702000** **www.yealink.com**

Yealink, the global leading unified communication (UC) terminal solution provider, helps businesses of all sizes make the most of their UC experience and embrace the power of "Easy Collaboration." Yealink One-stop UC Terminal Solutions unify voice, video and data, and satisfy diverse customer needs and usage scenarios. The company's comprehensive product portfolio includes video conferencing systems, conference phones, desk IP phones, wireless DECT phones and accessories. Customers from more than 100 countries enjoy Yealink's reliable UC terminal solutions through its global sales and service network.

### **Yeastar (Booth 626 Asterisk World, Meeting Room 203)** **P/F: 86-592-5503301 / 86-592-5503307** **www.yeastar.com**

Yeastar specializes in the design and development of innovative telecommunications equipment, including VoIP PBX systems and VoIP gateways for the SMB. Founded in 2006, Yeastar has established itself as a global leader in the telecommunications industry with a global partner network and over 100,000 customers worldwide. Yeastar products have been consistently recognized in the industry for their high performance and innovation. For more information about Yeastar or to become a Yeastar partner, please visit <http://www.yeastar.com>.

### **Ytel (Booth 728)** **P: 800-382-4913** **www.ytel.com**

Ytel specializes in cloud-based B2B communications solutions, powering modern communications through voice, text, email and direct mail. Its SaaS-based offerings include Cloud Contact Center, message360, and sipPro. Ytel supports billions of business critical communications each year, on a company owned network, with the primary purpose of providing the best quality in communications for businesses while maximizing efficiency and increasing revenue for customers.

### **Zoro.im (Booth 803)** **P/F: 754-600-6045 / 754-600-6045** **Zoro.im**

ZORO.IM is bot assisted business messaging, unified communication and digital wallet app Available in 2 variants: (compatible with iOS, Android, Web, Linux, Mac and Windows PC) • zoro.im • zoro.im for business 1) Z Channel – It is predicted that millennial would text more and talk less • Follow Z channel of your interest • Followers will receive targeted broadcasts, surveys, polls, trends, promotions, contests, events with option to buy with single click • Customer support with chat/audio/video • Robin - AI bot will answer 90% of the customer support queries • Machine learning to understand buying trends and suggest Z channels 2) Unified communication • Configure business-wide communication platform in minutes with features such as RCS, VoIP telephony, collaboration and customer support • Compatible in Low bandwidth – apt for 2G or satellite communication 3) Multi-currency Digital Wallet with POS Merchant module Funds in zoro.im can be used for several cases – international calls, to buy services, tickets, products in Z Channel and transfer money over chat (cross-border) or pay to any merchant

### **ZYCOO Co., Ltd. (Booth 520, Asterisk World)** **P/F: (86) + 28 -85337096 /** **(86) + 28 -85337096** **www.zycoo.com**

ZYCOO is the leading developer of IP telephony devices and related systems, has devoted itself over the past years to researching and developing powerful and scalable voice over IP (VoIP) solutions that mainly serve the small and medium business/enterprise markets.



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<b>Wednesday, February 8 - Room 318</b>	
8:30am	Continental Breakfast Served - Full conference badges only (3rd Floor Outside Floridian A/B)
9:00-9:25am	Without API, there is No Unified Communications
9:30-9:55am	APIs and CRM/Partner Management
10:00-10:55am	Panel: Creating Contextual Experiences by Embedding Voice and Messaging into Apps
11:00am	Keynote Presentation by The Wireless Infrastructure Association (Floridian A/B)
11:30am	Keynote Presentation by RingCentral (Floridian A/B)
12:00pm	Conference Luncheon - Featuring presentation by Vertical - Full conference badges only (Floridian A/B)
1:00-1:55pm	Panel: Bringing Telecom Innovation to Market Faster with APIs
2:00-3:55pm	Workshop: Increasing Conversions Through Omni-channel Communications
4:00pm	Keynote Presentation by iconectiv: Never Underestimate the Power of Identity (Floridian A/B)
4:30pm	Keynote Presentation by IBM (Floridian A/B)
5:00-7:00pm	All About the API/ITEXPO Exhibit Hall Grand Opening Reception (Hall A)
<b>Thursday, February 9 - Room 318</b>	
8:30am	Continental Breakfast Served - Full conference badges only (3rd Floor Outside Floridian A/B)
9:00am	Special General Session: Cloud UC - Innovation Awaits
10:00am	Keynote Presentation by Onvoy (Floridian A/B)
10:30am	Keynote Presentation by VMware - Mind Shift: Learning to Thrive Amid Disruption and Digitization (Floridian A/B)
11:00am-4:00pm	All About the API/ITEXPO Exhibit Hall Open (Hall A)
12:00pm	Conference Lunch Tickets - Full conference badges only (3rd Floor Outside Floridian A/B)
1:00-1:55pm	Panel: Common Mistakes to Avoid when Building your API
2:00-2:25pm	Consequences of an Unhealthy API – What Businesses Need to Know
2:30-2:55pm	From Monolithic to Microservices: Scaling Technology and Process for a Digital World
3:00-3:55pm	Panel: Rerouting the Customer Journey through Embeddable Applications
4:00pm	IDEA Showcase - Startup Pitch Event - Featuring Keynote by Jeff Pulver (Floridian A/B)
4:15pm	IDEA Showcase Keynote Address by Jeff Pulver (Floridian A/B)
8:00pm	ITEXPO Networking After Dark Party - Atlantic Hotel - Sponsored by 888VoIP, Sonus, Cox, Spectrum, Bicom, DIDx, snom, Vtech, Tender Software and Comcast
<b>Friday, February 10 - Room 318</b>	
8:30am	Continental Breakfast Served - Full conference badges only (3rd Floor Outside Floridian A/B)
9:00-9:55am	Panel: Raising The Bar for SMS - How Cloud Communications APIs are Driving Innovation in Legacy Telco Services
10:00-10:25am	Turbocharge your API Strategy with SDK
10:30-10:55am	Mobile-first Communications APIs and The Mobile Last Mile
11:00-11:55am	Panel: The Embedded Communications Revolution: How WebRTC will Change Everything
11:00am-2:00pm	ITEXPO Exhibit Hall Open (Hall A)
1:45pm	<b>ITEXPO \$15,000 Grand Prize Giveaway - Must be Present to Win!</b>

# IT'S ALL ABOUT THE API

February 8- 10, 2017  
Fort Lauderdale, Florida

## Kerauno (Booth 731)

P/F: 317-489-5544 / 317-653-4464  
[www.axiatp.com/unified-communications](http://www.axiatp.com/unified-communications)

Kerauno is an award-winning UCaaS platform that optimizes business workflows, increases productivity, and reduces the overall cost of a running a business. Its REST-driven API seamlessly integrates with any third-party software including CRMs, ERP and billing systems, and even proprietary business systems, creating an extensible communications platform limited only by your imagination.

## Rigor (Booth 335)

P/F: 901-550-2239 / 901-550-2239  
[rigor.com](http://rigor.com)

Rigor provides testing and monitoring to increase the quality of your websites, protect your brand on the web, provide peace of

mind, and enhance revenues. Rigor's suite helps technical and business users find issues and areas of improvement in websites and mobile applications by copying the behavior of users, hunting for problems in the results and staying connected to administrators 24x7.

## SmartBear Software (Sponsor)

[smartbear.com](http://smartbear.com)

## Telnyx (Booth 329)

P/F: 312-945-7420 / 312-962-8828  
<https://telnyx.com>

Telnyx is a provider of wholesale VoIP services. Our goal is to democratize the Public Switch Telephone Network and transform the way you communicate every

day. We do this by enabling you to "Be Your Own Carrier®" through our innovative Mission Control self-service portal and RESTful API, supported by our private network to ensure quality and security. Our SIP trunk offering allows our clients to purchase services a la carte, giving them the flexibility to only pay for what they use. Features include origination and termination, instant number provisioning from over 15,000 rate centers, CNAM, e911 and our new proprietary feature Anchorsite™, which gives you the power to decide which point of presence you'd like your media to be anchored. Visit us at [telnyx.com](http://telnyx.com)

## Temasys (Booth 737)

[www.temasys.io](http://www.temasys.io)

Temasys is a Platform as a Service (PaaS) company based in Singapore and Palo Alto, USA. The Temasys Platform for Embedded



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# IT'S ALL ABOUT THE API

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Real-Time Communications (ERTC) enables business application developers to easily integrate voice, video, chat and data transfer into any app, on any device, at any scale. Unlike other Communications Platforms, WebRTC Platforms, and single-purpose communication apps, Temasys bridges the gap between the pure open source WebRTC and a complete, enterprise-grade, carrier-compliant solution, with easy-to-use APIs and SDKs, exceptional documentation, and superior customer support.

**Verizon (Booth 537)**  
**P: 732-532-4993**  
**[thingspace.verizon.com](http://thingspace.verizon.com)**

Verizon Cloud allows users to access and manage their content on any of their devices, even when they are on-the-go. If you are a developer, you can use Verizon Personal Cloud Storage APIs to create apps that let your users access the content stored in their Verizon Cloud accounts from your app. As such, Verizon Cloud

service can provide both the content as well as the repository for your app. To simplify and accelerate the development process, we provide Software Development Kits (SDKs) that consists of libraries, documentation sets, and sample apps. You can use them to build apps for platforms such as Android, iOS, OS X, Java, JavaScript, PHP, Python, Node.js and Ruby.

**Ytel (Booth 728)**  
**P: 800-382-4913**  
**[www.ytel.com](http://www.ytel.com)**

Ytel specializes in cloud-based B2B communications solutions, powering modern communications through voice, text, email and direct mail. Its SaaS-based offerings include Cloud Contact Center, message360, and sipPro. Ytel supports billions of business critical communications each year, on a company owned network, with the primary purpose of providing the best quality in communications for businesses while maximizing efficiency and increasing revenue for customers.



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## AGENDA AT-A-GLANCE

Wednesday, February 8 - Hall A	
11:00am	Keynote Presentation by The Wireless Infrastructure Association (Floridian A/B)
11:30am	Keynote Presentation by RingCentral (Floridian A/B)
12:00pm	Conference Luncheon - Featuring presentation by Vertical - Full conference badges only (Floridian A/B)
4:00pm	Keynote Presentation by iconectiv: Never Underestimate the Power of Identity (Floridian A/B)
4:30pm	Keynote Presentation by IBM (Floridian A/B)
5:00-7:00pm	CVx/ITEXPO Exhibit Hall Grand Opening Reception
5:15pm	Super Charge Your Channel Program
6:05pm	Recruiting, Retaining and Motivating Sales Partners in the Tech Space
Thursday, February 9 - Hall A	
9:00am	Special General Session: Cloud UC - Innovation Awaits
10:00am	Keynote Presentation by Onvoy (Floridian A/B)
10:30am	Keynote Presentation by VMware - Mind Shift: Learning to Thrive Amid Disruption and Digitization (Floridian A/B)
11:00am-4:00pm	CVx Expo/ITEXPO Exhibit Hall Open
11:15am	Discover the Five Must Have Personalities of Top Achieving Cloud Sales Organizations
12:00pm	Conference Lunch Tickets - Full conference badges only
12:05pm	Monetize Your Base with VoIP and Accessa
1:00pm	Disruptive Changes in the Unified Communications & Collaboration Market
2:00pm	Dynamite Execution when Collaborative Minds Think Alike
4:00pm	IDEA Showcase - Startup Pitch Event - Featuring Keynote by Jeff Pulver (Floridian A/B)
4:15pm	IDEA Showcase Keynote Address by Jeff Pulver (Floridian A/B)
8:00pm	ITEXPO Networking After Dark Party - Atlantic Hotel Sponsored by 888VoIP, Sonus, Cox, Spectrum, Bicom, DIDx, snom, Vtech, Tender Software and Comcast
Friday, February 10 - Hall A	
8:30am	Continental Breakfast Served - Full conference badges only
11:00am-2:00pm	ITEXPO Exhibit Hall Open
1:45pm	ITEXPO \$15,000 Grand Prize Giveaway - Must be Present to Win!



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