

## **PRESS RELEASE**

Baar (Switzerland), 8 September 2015

### **PARTNERSHIP FOR FUTURE-PROOF NETWORKS**

## **InfoGuard becomes an Avaya Silver Partner and acquires Zürcher Kantonalbank as one of Avaya's customers**

**When developing flexible, future-proof corporate networks, InfoGuard is now utilising the leading solutions offered by Avaya – and is also entering into a strategic partnership with the company for good measure. This has already proven successful in practice at Zürcher Kantonalbank. InfoGuard is taking over the support of the existing Avaya network at the bank and is supporting the customer during current and future expansion phases.**



The network solutions from Avaya impress thanks to their flexible, future-proof network topologies, lower network costs and simple, quick configuration. When installing Avaya Fabric Connect, the distribution and core switches are configured automatically. The IT staff only have to configure the EDGE devices, which leads to a lower error rate caused by manual interventions. The use of Fabric Connect thus saves the IT departments hours (or even days) of work and significantly reduces the frequency of errors. Avaya's

Ethernet switching portfolio includes a complete range of products, from entry-level models to floor solutions and backbone solutions, right up to high-availability systems for data centres with hundreds of 10-gigabit and 40-gigabit ports.

### **Silver Partner and Avaya Certified Quality Service Provider in Switzerland**

With this in mind, InfoGuard is now entering into a strategic partnership with Avaya. Patrik Spörri, Strategic Sales Manager at Avaya Switzerland, is delighted with the move: "Avaya wants to establish itself as a partner of major customers and to achieve significant growth in the network business in particular. In InfoGuard, we have found an established network and security specialist on the Swiss market who is able to integrate our products optimally at the customer and can also operate them when required. This is also reflected in the recent award of the title of Silver Partner and Avaya Certified Quality Service Provider."

InfoGuard was immediately awarded the Silver Partner title thanks to their expertise and proximity to customers combined with their in-depth know-how of networks and security. The technical certification of the InfoGuard experts and the stringent service and quality requirements of Avaya were checked in detail as part of a comprehensive audit – which InfoGuard passed with flying colours. Stefan Thomann, Head of Sales and member of the Management Board at InfoGuard, is absolutely convinced: "Thanks to this newly established partnership, InfoGuard can help its customers achieve improved productivity through quicker and more reliable network connections. Avaya constantly develops its portfolio in order to meet the latest technological trends and the specific requirements of the customers. Zürcher Kantonalbank is the first Swiss bank, which launched an app for smartwatches and also already offers the P2P payment service Paymit. We are thus proud to have such an innovative bank as a representative customer of Avaya."

### **Joint success at Zürcher Kantonalbank**

The partnership has already proven successful at Zürcher Kantonalbank. The financial services provider relies on the network and security experts from InfoGuard and their technology partner Avaya for the maintenance of the company-wide Avaya network and for current and future expansions.

## Contact and information

InfoGuard AG  
Reinhold Zurfluh  
Lindenstrasse 10  
6340 Baar

Phone +41 (0)41 749 19 00  
Fax +41 (0)41 749 19 10  
info@infoguard.ch  
www.infoguard.ch



## About InfoGuard

InfoGuard is a leading and innovative Swiss company providing comprehensive information security and network solutions. InfoGuard's competences include raising awareness, strategic and technical consultancy and auditing, as well as the implementation and the support of network and security solutions. As a member of the Swiss «The Crypto Group», one of the largest and renowned security specialist in Europe with more than 300 employees, the customers profits from over 60 years of experience and continuity in information security.



InfoGuard is ISO/IEC 27001:2013 certified.

Further information concerning InfoGuard AG products and services, including all press releases, can be obtained by visiting: <https://infoguard.ch>



## About Avaya

Avaya is a recognized innovator and leading global provider of solutions for customer and team engagement. The company provides technologies for unified communications and collaboration, contact center and customer experience management, and networking, along with related services to large enterprises, midmarket companies, small businesses and government organizations around the world. Avaya Engagement Solutions bring people together with the right information at the right time in the right context, helping to enable a higher level of engagement between customers, teams, employees and partners to improve efficiency and quickly address critical business challenges. Avaya offers solutions in three major categories of solutions for better engagement: Team Engagement Solutions; Customer Engagement Solutions; and Fabric Networking. Further information: [www.avaya.com/de](http://www.avaya.com/de)