Jenne Announces Distribution Agreement with ADTRAN Bluesocket, Providing Resellers with Powerful Virtualization Solutions for Wireless Networks

ADTRAN Bluesocket’s Virtualized vWLAN Solution Supports up to 1,500 Access Points while Increasing Security Management Capabilities and Wireless Expansion Options

Avon, OH - December 19, 2011 - Jenne Inc., a leading value-added distributor of IP telephony, audio and video conferencing, data networking and IT security products, today announced a distribution agreement with Bluesocket, the first and only provider of wireless network solutions with virtual control. Bluesocket, which was recently acquired by networking solutions provider ADTRAN®, Inc., manufactures revolutionary virtual wireless LAN solutions that are redefining the 802.11n Wi-Fi industry.

As a result of the distribution agreement, Jenne resellers are able to deliver powerful virtualized solutions for 802.11n wireless networks such as the ADTRAN Bluesocket vWLAN solution – which provides impressive security management capabilities while eliminating the need for costly hardware controllers. The Bluesocket vLAN also provides end-users with the option to scale and increase the capacity of their wireless networks with minimal investment: one software instance of the ADTRAN Bluesocket vWLAN can support up to 1,500 access points.

“We are very pleased to introduce Bluesocket’s powerful wireless LAN solutions to the reseller channel,” commented Craig Rocco, product line manager, data of Jenne Inc. “By integrating Bluesocket’s virtualized controllers, multi-site enterprises and campuses are able manage and expand their access points with greater flexibility – and from one single location. Additionally, they are able to virtually eliminate the investment for physical controllers – which can cost in excess of $25,000. This represents not only a huge potential savings, but also greater control and security at the network edge since you can set up very specific access criteria.”

“We just began carrying Bluesocket and already, everybody wants it,” commented John Ciarlone, senior account manager at Hummingbird Networks, a Simi Valley, CA-based solution provider. “We are happy to source Bluesocket through Jenne, which has a committed distribution relationship with Adtran. Our early success with this solution is bound to be in the education sector, where facilities require wireless access points that provide greater security and flexibility of management.”
"Jenne has a longstanding relationship with ADTRAN and possesses a solid understanding not only of 802.11n wireless solutions, but also the broader role of unified communications in the enterprise," said Rick Schansman, senior vice president and general manager, ADTRAN Enterprise Networks Division. "By working with Jenne, we are able to introduce our best in class virtual wireless LAN solutions to an educated reseller base that is both motivated and knowledgeable in delivering effective and efficient end-user networking solutions."

The Bluesocket line is compatible with a wide range of networking vendors. Jenne’s sales team is fully certified on the entire line of solutions and is also able to provide a range of technical support for its reseller customers.

About Jenne™
Jenne Inc., headquartered in Avon, Ohio, is a leading value-added distributor of business telephony, data, audio and video conferencing, and security technology products, including equipment and software for the Enterprise and SMB markets. More than 150 major manufacturers partner with Jenne including Avaya, Aastra, ADTRAN, Bogen, ClearOne, Extreme Networks, GN Netcom, ICC, Lifesize, Panasonic, Plantronics, Revolabs, Valcom, and Verint. Jenne is dedicated to tracking emerging technologies, offering fresh solutions, new equipment and related applications, accredited training and certification to better serve dealers and resellers.

Contact:
Jeff Touzeau
Hummingbird Media, Inc.
(914) 602-2913
jeff@hummingbirdmedia.com