



OMNILOGIC Becomes VAD For Alcatel-Lucent Enterprise Solutions In Romania

December 18, 2015

December 18, 2015 - PRESSADVANTAGE -

Bucharest, Romania - OMNILOGIC, the leading player on the IT&C Value-Add Distribution (VAD) market in Romania and Adriatic region, has signed on to become a value-add distributor for Alcatel-Lucent Enterprise Solutions.

As part of this new relationship, OMNILOGIC will offer the complete suite of Alcatel-Lucent Enterprise data networking, unified communications and voice solutions to ensure businesses in Romania have the proper infrastructure in place to support growth and offer employees a personalized, connected experience and also gain tangible business outcomes.

As a value added distributor, OMNILOGIC will also help strengthen the market position of the Alcatel-Lucent Enterprise Solutions by supporting the channel partners with a wide range of services such as pre-sales and indirect sales support, service hot line and sales training programs.

The relationship between the two companies reinforces OMNILOGIC's commitment to provide world-class technologies to businesses in Romania. As demand for advanced networking and communications infrastructure technologies in Romania continues to grow, the relationship positions OMNILOGIC to help advance business success while supporting ALE's strategy to enhance its presence in the country.

OMNILOGIC is a leading value-added distributor of IT & C products, data, audio and video conferencing, security and surveillance products, including equipment and software for the Enterprise and SMB markets. OMNILOGIC will offer ALE's voice and networking solutions to its business partners.

Mrs. Vali Gaitan, Regional Sales Director, OMNILOGIC stated "This relationship will allow us to deliver a wider variety of services to our business partners. We are keen to grow our business in Romania by strengthening our offering with leading solutions within the communication and networking field. Omnilogic is a distributor with a robust and responsive reseller base."

Mr. Gabriel Marin, Chief Executive Officer, OMNILOGIC added, "OMNILOGIC is dedicated to tracking emerging technologies, and offering fresh solutions, new equipment and related applications, accredited training and certification to better serve resellers and business partners. For more than 22 years, OMNILOGIC has built its reputation as a value-added distribution partner dedicated to our customers' success. Our culture of customer care is a "high touch and fast response model" designed to engage business partners, helping them achieve success faster."

Mr. Bogdan Mircea Ciobanu, Country Sales Manager Romania, Alcatel-Lucent Enterprise said, "Nowadays the IT and Telecomm industries are more and more connected giving stronger & stronger solutions delivered for the benefit of the end-user. We strongly believe that with our new partnership with OMNILOGIC, Alcatel-Lucent Enterprise solutions like Converged Campus Networks, Intelligent Fabric, Unified Communication & Collaboration, Cloud Communication mixed together with a strong IT background, can build a competitive business landscape in Romania."

About OMNILOGIC

Established in 1992, Omnilogic - the leading Value-Add Distributor in Romania and in the Adriatic region - has consistently launched some of the world's top technologies both in Romania and on the SEE regional market.

OMNILOGIC has specialized not only in selling IT&C complex, Value-Add products such as high-end systems, storage, specialized software, networking and telecommunication solutions, but also pioneered (since 2008) the regional market for Cloud services such as IaaS (infrastructure-as-a-service), SaaS (software-as-a-service) and AaaS (Applications-as-a-Service), all delivered from its own, special-purpose and international certified Tier-3 Datacenter, located in its headquarters in Bucharest/Otopeni.

The OMNILOGIC portfolio of Technology Partners includes, with very few exceptions, all major, dominant IT&C hardware and software manufacturers of the last two decades, such as Oracle, VMWare, EMC, Dell, Lexmark etc. For more information, visit www.omnilogic.ro.

Check out the video: <https://www.youtube.com/watch?v=AV9GTStS9Mk>.

###

For more information about Omnilogic, contact the company here: Omnilogic Claudia Beimel +40 21 303 31 00 marketing@omnilogic.ro, I.G. Duca Street, Otopeni, Ilfov county, building B1, 075100 Romania

Omnilogic

Established in 1992, Omnilogic - the leading Value-Add Distributor in Romania and in the Adriatic region - has constantly launched some of the world's top technologies both in Romania and on the SEE regional market.

Website: <http://www.dailybusiness.ro/top-influenti/it-c/gabriel-marin>

Email: marketing@omnilogic.ro

Phone: +40 21 303 31 00



Powered by PressAdvantage.com