

Avaya turns to Turnstone

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Avaya IP Office equipment can now be purchased through Turnstone, the Auckland based service provider that delivers voice and data services over its own IP Service Network.



The two companies have signed a reseller agreement in a deal that has been effective for nearly two weeks.

Denise Puppyn, an experienced IP Office consultant who has been reselling Avaya for over eight years, has joined the team at Turnstone and is now the primary contact for all IP Office customers.

According to Peter Naylor, Turnstone Sales Manager, this is great news for both companies. “Last year one of our Wide Area Network (WAN) customers switched from using traditional ISDN lines to Turnstone SIP trunks. They have four offices in New Zealand all running Avaya IP Office systems. This client has seen savings in the vicinity of \$3,500 per month.”

Turnstone also partners with Zeacom to deliver Unified Communications Applications on both Avaya IP Office and Cisco Unified Communications Manager.

Turnstone is also Cisco Select Certified with Unified Communications Express Specialization and provides Wide Area Networks and SIP trunks to a range of organizations.