



Presence Management Wins 2013 Worldwide Sales and Marketing Innovator of the Year Award from Ericsson-LG Enterprise

Recognized for Excellence in Building North American Reseller Channel To Bring iPECS IP Telephony, UC, Mobility and Call Center Solutions to SMBs and Enterprise

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DUBLIN, Ohio--(BUSINESS WIRE)

Presence Management, Inc., today announced it won the 2013 Ericsson-LG Enterprise Sales and Marketing Innovator of the Year Award at the Ericsson-LG Global Partner Conference held in Chiang Mai, Thailand. The award celebrates excellence that Presence Management has achieved in building the North American Distribution channel for the iPECS Communications Platform and for its success in bringing IP telephony, UC, mobility and call center solutions to SMBs in industries such as education, government, financial etc.

According to Ahed Alkhatib, Director of Global Sales at Ericsson- LG, “Presence Management thoroughly deserves to win the Ericsson-LG Sales and Marketing Innovator of the Year award because of their success in positioning the entire Ericsson-LG value proposition to the reseller and end user community.” He added, “We recognize and appreciate the diligence that Presence Management has performed in the region to leverage the award-winning iPECS LIK VoIP platform along with the iPECS Unified Communications Solution (iPECS UCS) and iPECS Contact Center Suite Solution (iPECS CCS) applications.”

Successfully marketed worldwide with a dominant market share in South Korea, Australia and South Africa and significant market share in many other countries, the iPECS is a highly scalable and fault tolerant platform that connects up to 1,200 endpoints per system and up to 300,000 endpoints with networking. It's a versatile premise-based IP phone platform with a competitive entry cost, five-year warranty and one of the industry's lowest Total Cost of Ownership (TCO). The Ericsson-LG™ UCS is a collaboration platform for organizations of virtually any size that integrates voice, presence, video conferencing, and instant messaging on the iPECS platform. The Ericsson-LG CCS is a multi-channel call center solution providing intelligent management of multiple communication mediums.

Since 2010, Presence Management has built its North American channel program to include over 150 dealers seeking a robust IP communication and collaboration platform to accommodate a wide range of end user productivity and financial objectives. Information on becoming an iPECS reseller to meet the growing demand for the iPECS communication system can be found [here](#).

“We’re honored to receive this recognition for our marketing efforts in introducing the Ericsson LG line of advanced communication applications throughout the U.S. and Canada and for our success in bringing these new technologies to our reseller community,” said Bob Rankin, President of Presence Management. “Solutions like the iPECS UCS and iPECS CCS offer a tightly integrated, next gen communications environment for telecom resellers at a very compelling price point.”

About Presence Management

Presence Management (www.presencemanagement.com) is the U.S. Distributor of the Ericsson-LG iPECS advanced IP platform and software. Presence Management's knowledge of iPECS allows Presence Management to provide the telecom interconnect community with a highly sophisticated unified communication system that delivers all the advantages of IP. Designed for SMB and Enterprise customers, the iPECS distributed architecture platform boasts a range of voice and other communication applications that improves employee productivity and enhances the customer calling experience.

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