



Newsletter

AT&T Cabling Systems Distributors in Australia: Over IP and Duetek



AT&T Cabling Systems has appointed **Over IP Group** (www.overip.com.au) and **Duetek Pty Ltd** (www.duetek.com.au) as distributors in Australia, complementing the existing channel reseller network. The agreement grants both Over IP and Duetek distribution of the complete AT&T Cabling Systems product portfolio, including AT&T CopperLine™, AT&T FiberLine™, AT&T CenterLine™, AT&T RackLine™, AT&T OutdoorLine™ and AT&T Port-LockLine™.

We now have two distributors on the Eastern seaboard servicing customers in ACT, NSW, VIC, QLD and SA. Appointment of Over IP Group as a distributor gives ACS a platform to offer a comprehensive structured cabling solutions to customers in Data Centre industry. Over IP Group is Australia's premier innovative data center solutions provider. John Haney, Managing Director of Over IP Group says: "Our vision is to protect the world's network through technology innovation. We do this by having a proactive and committed team that is always pushing the boundary for excellence. With our dynamic approach to Nurture, Understand, Develop and Engage each unique customer, we want every customer to enjoy the experience to further the network community for the good of the world."

Appointment of Duetek as a distributor provides ACS an edge in the distribution of their products in Structured Cabling and Audio-Visual industry. Established in 1986, Duetek is recognized as one of Australia's leading wholesalers of cables and electronics. As a national distributor for some of the world's leading brands, Duetek aims to complement its quality product range by working closely with integrators and developing innovative new products to meet growing industry demands. According to Matthew Jinks, COO of the company: The agreement between Duetek and ACS is an exciting one combining Duetek's local knowledge, connections and experience with ACS's global strength in the structured cabling market. Using the strengths of this relationship we would expect significant market penetration as we introduce the AT&T structured cabling systems into the Australian market.

Within a short period of time ACS has managed to develop a seamless network of CI's across the country. And now with a strong base of distribution network we are committed to provide a high level of service and support to our customers in this region.