

# Westcon-Comstor Unified Communications and Collaboration Solutions Practice Adds Polycom

*Southern Africa solution providers now gain access to industry-leading video conferencing, communication and collaboration technologies*

**JOHANNESBURG – 13 Sept. 2016** – As the unified communications-as-a-service (UcaaS) market transitions from early adopter to early mainstream phase, [Westcon-Comstor](#) customers are now ideally positioned to enable Southern Africa enterprises to redefine the concept of teamwork. The value-added distributor has added Polycom's industry-leading telepresence, video and voice solutions to its Westcon-Comstor Unified Communications and [Collaboration](#) Solutions Practice. The move signals the growing demand for faster engagement between organizational teams to achieve optimal productivity.

"Email has long been the defacto communications tool for companies of all sizes, but it's not the ideal way to exchange ideas, particularly with progressive organizations," said Tiens Lange, director of the Westcon-Comstor Unified Communications and Collaboration Solutions Practice for Southern Africa. "Our resellers need a practical alternative that will enable their customers to work more easily and cost-effectively in real time via myriad devices and locations. Our UCC solutions team gives resellers an edge by providing them with the educational training, tools and other resources to capitalize on these market opportunities."

The addition of Polycom to the Westcon-Comstor Southern Africa portfolio enables African solution providers to reduce travel of its enterprise customers. The recently released Polycom RealConnect solution for Skype for Business also provides users with a more simplified way to connect video calls across a multi-vendor environment via one simple click.

"While Westcon-Comstor has enjoyed a relationship with Polycom, this agreement to include Southern Africa is a big win for resellers in this region," states Lange. "Our solution partners will now be able to benefit from immediate access to the company's full portfolio of voice, video and content technologies, as well as a host of value-added services through the Westcon-Comstor professional services offerings."

“Westcon-Comstor’s global reach and long-standing, award-winning relationship with Polycom provides a growing and proven approach to unified communications,” said Daniel Schmierer, area vice president Middle East and Africa for Polycom. “As a revolutionary in this space, we are ideally positioned to enable customers to take a forward-looking, leadership approach to enterprise collaboration.”