



WELCOME BACK

Happy new year, and first month back at it! That extended summer break is a good time to disconnect from day-to-day, re-energise the batteries and take stock of everything.

When you take a helicopter view of our industry it's plain to see we are in the midst of unprecedented change. But with great change comes great opportunity.

At Atlas Gentech we see it as our mission to lead and support you through change. With our broad solution base and expertise, we can help you capture two major opportunities in 2018:

- 1) Expanding into 'All of Business' solutions with converged data, communications, and security; and
- 2) Adapting the way in which you provide solutions with additional delivery models such as managed services and leasing.

Both opportunities will cement broader and deeper customer relationships and drastically grow incremental value for your business.

From everyone at Atlas Gentech, we look forward to backing your success in 2018!

Andrew Moss, CEO

TRAINING SCHEDULE

training.atlasgentech.co.nz

PARADOX

MG/SP

- Auckland 6 March
- Wellington 13 March
- Christchurch 27 March

EVOHD

- Auckland 8 March
- Wellington 15 March
- Christchurch 29 March

HIKVISION

HCSA Certification/Intercoms

- Dunedin 19-20 March
- Nelson 26-27 March

INNER RANGE

Online Courses

- Concept Basic 17-20 April
- Integrity Basic 10-13 April
- Integrity Advanced 10-13 April

ERICSSON-LG ENTERPRISE

Self-Study Online Courses

- UCS Standard
- eMG80
- IP DECT
- IPCR

#AGTM70

7" Vivid Colour Display Touchscreen Keypad

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Email
marketing@atlasgentech.co.nz



WIN A FREE TM70 #AGTM70 FIVE PARADOX TM70 7" KEYPADS TO GIVE AWAY*

Purchase a Paradox TM70 and be in to win another one for FREE, when you post your installation photo on social media.

All you have to do is:

Step 1 – Purchase a Paradox TM70 keypad online at www.atlasgentech.co.nz.

Step 2 – Install the Paradox TM70 keypad.

Step 3 – Post a photo of the installation on Instagram, Twitter or LinkedIn and tag us @atlasgentech and hashtag #AGTM70, or email us the photo with #AGTM70 as the subject line.

Product Features:

- Built-in zone input
- Record indoor temperature readings
- Customisable labels (zones, partitions, users, PGMs)
- External SD card with 4GB used and 2GB free
- Upload photos to act like a digital photo frame

Code: 15581

www.atlasgentech.co.nz/paradox-tm70-7-touchscreen-keypad-white

*Only one Paradox TM70 keypad to be given away per company.

HIKVISION DARKFIGHTERX

Hikvision, the world's leading supplier of innovative video surveillance products and solutions, has created the next level of night surveillance with the latest upgrade of its DarkFighter technology – the DarkFighterX series.

The technology can provide colourful, sharp images right down to the lowest light levels - in fact to 0.001 lux.



ode: 74086DFXB

Code: 74086DFX

MEET YOUR SUPPORT TEAM

KATRINA TITO Customer Service



How long have you been with Atlas Gentech?
Coming up 9 years this year!

What's the biggest change you have seen in your nine years?
Probably the massive increase in products and technology that is now available to us and our customers.

Why do you think Atlas Gentech is the leader in technology distribution?
It comes down to great customer service based on our delivery capabilities and the in-house knowledge of our account managers and tech support.

Would you rather talk like Kath and Kim or fight them both at the same time?
Talk like them, I'm a lover not a fighter!!

BREAKING DOWN THE BARRIER OF COST: SIMPLY LEASING

Shaun Varney, Business Development Manager of Simply Leasing interviews Jonelle Kidd of Telco Services Ltd.

Hi Jonelle, tell us a little about you and your business?

I have been in the telephony business for over 20 years in the BOP/Waikato areas. I am now able to broker deals for my clients and go further afield to get the best deals for hardware (IP PABX/Cloud) and network services (Fibre/lines/tolls). Most of my clients lease the hardware and get upgrades/renewals on a regular basis so they keep up with technology and with the advantage of no one off capital cost required.

I offer a no-obligation analysis of their telephony by looking at their costs in the first instance, and can often get much better deals. Often the savings will help towards the new technology with huge benefits for my clients.

How long has leasing been a core part of your business?

For the last 20 plus years when quoting a job I've led with a lease price and only offered a CAPEX option if I absolutely had to. I consider my lease book one of my greatest assets.

Sounds like you're a big believer in the OPEX model. What benefits have you found offering leasing?

Yeah definitely! Being paid within 12 hours of install really helps my cash flow but the biggest benefit for me is when the lease comes up for renewal – I can call the customer, let them know that

their monthly payments won't change and install all brand-new equipment – It's the easiest sell in the world.

What benefits have you found using Simply Leasing over other leasing companies?

The biggest benefit is how easy Simply Leasing team is to deal with! Angela's really great and the turnaround time is super-fast. The 'Prezzy Card' points slider on the bottom of the calculator is an added little bonus for me.

The points slider is a recent addition but we have been getting great feedback! What is your favorite thing to spend your points on?

Retail Therapy, of course, and adding to my wardrobe.

GET CASH
FLOWING
FASTER
— than a —
MELTING
HOKEY POKEY



www.simplyleasing.co.nz

Feel free to contact Jonelle if you have any queries/questions as she would be most happy to help. Phone her on 021 549 690, or email jonelle@telcoservices.nz.

INTRODUCING SNOM IP PHONES

PRODUCT OF THE MONTH

Snom has over 20 years experience in developing industry-leading IP phones. With their extensive 3rd-Party PBX Partner Network, Snom is well-placed in delivering the very best possible audio for all major PBX deployments. The professional D7XX Series telephones look great and have innovative features such as built-in Bluetooth and a pre-installed certificate to enable secure provisioning.

atlasgentech.co.nz/brands/snom

Snom D715 4-Line 5-Button SIP Deskphone Gigabit PoE
Code: SM-D715



Snom D725 12-Line 18-Button SIP Deskphone Gigabit PoE
Code: SM-D725

Snom D745 12-Line 8-Button LSS SIP Deskphone Gigabit PoE
Code: SM-D745



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