

KSS TECHNOLOGIES - TO SERVE AS AN INTACT INSPAN SERVICES PARTNER

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Intact Integrated Services, the partner-focused independent provider of international project, support and managed services solutions to the ICT industry, has strengthened its global partner network with the appointment of KSS Technologies (Pty) Ltd as an Intact INspan services partner for South Africa.

Intact works with a growing number of major Service Providers and Integrators on large scale network transformation and support projects, operating a best-of-breed services ecosystem through its INspan global support network. Intact delivers consistently high global service levels by working closely on a country-by-country basis with the best local service partners. KSS Technologies, with over ten years as a fully accredited Cisco Silver Partner, was an ideal match for Intact's demanding partner accreditation requirements. KSS will work closely with Intact, supporting the company's growing portfolio of agile, best-of-breed technology services capabilities and helping Intact to deliver on its global project requirements.

"We're delighted to become part of Intact's global INspan network of converged network specialists, and we look forward to supporting them as they continue to develop their engagement with the world's major Service Providers and Integrators," commented Stuart Cohen, Sales Manager for KSS Technologies (Pty) Ltd. "It was clear from Intact's comprehensive INspect partner on-boarding process that there were strong synergies between our two organisations, and that Intact was very thorough in only selecting the best local partners for its global services offering. Our relationship with Intact is already generating opportunities for KSS, and we're committed to growing our partnership as more global organisations build out their converged network services across South Africa."

"KSS Technologies (Pty) Ltd represents another valuable addition to our INspan global services network as they deliver exactly the right blend of deep Cisco services expertise, Silver accreditation and proven capabilities," added Intact Integrated Services Group's Chief Executive Officer, Bob Dalton. "At Intact we believe that global service excellence comes from the selection, deployment and close quality management of best-in-class resources that are optimised to meet local needs. Organisations such as KSS Technologies contribute significantly to the success of our Global Solutions and INspan offering, and we look forward to a long and successful partnership."

"With INspan we're directly addressing the growing requirement among major systems integrators and service providers for a best-of-breed services ecosystem that can support them in delivering against their critical project SLAs," added Bob Dalton. "Working with partners such as KSS Technologies, that can perform consistently and to the highest standard, is an essential component of the Intact Integrated Services proposition."

Intact's INspan (Intact Service Partner Alliance Network) partner network delivers an integrated international services capability to support the needs of major systems integrators looking to provide consistent, fully accredited local services across global ICT projects. INspan draws on the fully-certified skills of a growing number of international Intact partners across EMEA, Asia Pacific and the Americas, all operating through a set of proven methodologies and processes, and helping to mitigate cost issues relating to factors such as in-country taxation, freight and duty charges.

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