



Aria Technologies is the leading Australian distributor of some of the world's most popular and advanced communication solutions from LG-Ericsson and ShoreTel. Aria partners with these leading Global manufacturers to provide full local engineering support and training to over 200 Channel Partners throughout Australia and the Pacific, as well as stocking a full range of new systems and spare parts to meet market demands quickly.

Aria's philosophy is simple: limit distribution to "best in class," with the most appropriate fit to the proposed markets, and back those products with highly-skilled, comprehensive sales and engineering support. Complement this with ongoing training for our Channel Partners to produce a solutions portfolio that continues to evolve, ensuring we meet the changing needs of the Australian market.

The company was founded in January 2000 and is an innovative provider of sales, marketing, technical and logistics support to its 200 plus channel partners. Since inception, more than 80,000 systems have been supplied to the Australian market.

Aria Technologies is supplier of Australia's Number 1 selling system in the 0-100 port market and commands dominant market-share for systems supplied to Australia's largest carrier Telstra, which are marketed under the Telstra brand.

Aria Technologies is based in Melbourne, with offices in Sydney, Brisbane, Perth and Johannesburg.



In recent years Aria Technologies has won top international recognition as a LG Global Platinum Distributor and in 2008 and 2009 was awarded "Best Performance" Distributor, against distributors covering 53 countries including USA, UK, Germany, Spain, Italy and Sweden to name but a few. In 2010, Aria Technologies was again named APAC Distributor of the Year.

Aria Technologies' success in gaining these awards were due to a number of factors including sales growth, product testing and approval processes, product support, marketing programs, dealer training and support infrastructure and brand protection policies. These awards also reflect the strength and competence of Aria Technologies Channel Partners.





iPECS

The LG-Ericsson partnership brings together today's market leader in electronic manufacturing with the world's most respected name in telecommunications. The LG-Ericsson iPECS range is suitable for all businesses from small business customers with a few extensions right through to large enterprise and government customers with thousands of extensions.

iPECS from LG-Ericsson is an innovative Pure IP communication solution developed to interconnect with almost any type of network technology, PSTN, ISDN, VoIP, SIP and IP. The modular fully distributed IP architecture, rich set of easy to use features and broad range of optional applications, hardware and software, makes the iPECS the natural choice for businesses requiring smart networking between multi sites, mobility and Unified Communication solutions.

LG-Ericsson delivers a range of hardware and software applications designed to improve employee productivity and enhance the customer calling experience.



ShoreTel's Unified Communications system encompasses phones, switches, and software that are designed to allow easy deployment and rapid flexibility, and deliver world-class quality.

The ShoreTel IP phone system is a completely integrated system that scales seamlessly from 2 to 20,000 users including PBX, voice mail, and automated attendant functions.

The ShoreTel system is built from the ground up and designed to be the easiest to use, easiest to manage, full-featured IP phone system on the market today. Its distributed architecture is ideal for multi-site companies that span multiple locations because the ShoreTel IP phone system appears and behaves as a single, unified system.

ShoreTel's IP phones provide the ultimate in ergonomic and aesthetics design, as well as superior audio quality. A wide range of phones is available to provide the right solution for each application - be it an executive, executive assistant, operator, ACD agent or supervisor, or general office user.

ShoreTel systems, whilst ideally suitable for Enterprise and Government, are adaptable to all businesses requiring what is arguably the most technologically advanced Unified Communications Platform available on today's market.