



ANDTEK

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**Pre-qualified for ISPN**

Yes

**Industry Focus**

Education

**Theatre Coverage**

US

EMEA

APAC

**Contact Us:**

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## Business Application Overview

**The ANDTEK Education Solution delivers advanced features on our scalable platform for educational institutions, like schools, universities and training centers. Integrating ANDTEK services into Cisco Unified Communications networks enables educational institutions to fully leverage their communications infrastructure and meet regulatory and compliance requirements.**

**Reduced complexity by implementing a highly available and flexible platform offers public and emergency announcements, campus database and directory integration as well as services to streamline organizational processes. Security and safety is improved by integrating surveillance services and building automation throughout the campus. Additionally administrative overhead can be minimized by automating manual communications processes - all on one platform with optimized administration and standards compliant integration into Cisco Unified Communications Manager.**

## Market Opportunity

Educational institutions are facing major challenges creating environments which help their students, teachers and staff to enhance their performance while decreasing cost and improving administrative efficiency.

Benefits for educational institutions are:

- Decreased costs by reducing administration complexity of campus communications network and taking advantage of multiple services over one network
- Meet legal regulations and compliance requirements for educational institutions
- Improve organizational processes and enhance student satisfaction by deploying new services and integrating campus databases into the communications system
- Improving administrative efficiency by integrating campus databases and directories into the IP phone system

- Building control systems are combined with the unified communications network to have one common control and communications infrastructure
- Improving campus security and helping ensure safe environments with surveillance on IP phones
- School communications through zone paging and public announcement systems
- Improve communications for teachers, students, and parents by offering messaging on IP phones and immediate conference services

### **Associated Cisco Technology**

Cisco Unified Communications Manager, Cisco Unified Communications Manager Express, Cisco Unified Contact Center Express, Cisco Unified Messaging

### **Required Cisco Specializations**

Cisco Advanced Unified Communications Specialization

### **Target Partner**

Cisco partners delivering unified communications solutions. Preferred partners have a focus on government services.

- Cisco Advanced Unified Communication Specialized Partners
- Cisco Authorized Technology Provider Partners
- Cisco Gold and Cisco Silver Partners

### **Partner Engagement Model**

ANDTEK solutions are sold through Cisco partners and VARs only. Our ANDTEK partner program allows partners to select their desired level of partnership to add value for customer solutions. Besides offering pre- and postsales support to our partners we deliver technical services through our ANDTEK support center.

### **Application Specific Sales & Technical Training**

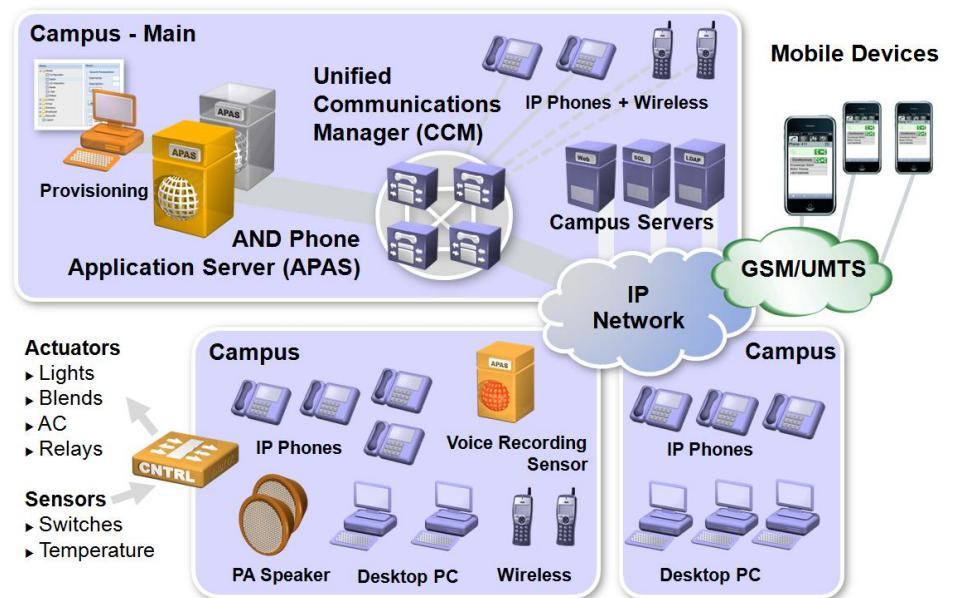
ANDTEK offers online and onsite training for certified partners. Besides training there are downloadable resources, like presentations, brochures and technical manuals available for partners. Available onsite trainings are:

- ▶ [ANDTEK Applications for Unified Communications - Technical \(AUCT\)](#)
- ▶ [ANDTEK Applications for Unified Communications - Sales \(AUCS\)](#)

### Get Started Now

Contact us now at [info@andtek.com](mailto:info@andtek.com) and let us establish a beneficial partnership for you and your customers.

### Reference Architectures



### Sales Tools

[ANDTEK Solutions Overview](#)

[ANDTEK Education Solutions](#)

[AND Phone Software](#)

[AND Desktop Software](#)