

/ Press Release

# Jusan and the Itancia Group sign a distribution agreement



Paris, June 1, 2022

**Itancia Technology, an eco-responsible distributor specializing in communication solutions, and Jusan, a leader in omnichannel contact center and communication recording solutions, announce the signing of a distribution agreement for all territories where Itancia is present to develop its offers in the telephony and unified communications fields.**

Itancia is thus strengthening its telecom solutions portfolio by adding high-performance and user-friendly solutions in the areas of omnichannel contact center, recording of communications, interactive voice servers, chatbots, customer interaction management platforms through social networks, taxation and analysis of traffic.

Fidelity (omnichannel contact center), Recall (communication recorders), Smart IVR (interactive voice servers with database connection and voice recognition) and CallXpress (traffic analysis and taxation) solutions are available in 10 languages and in 50 countries spread over 5 continents.

Jusan solutions are compatible with all telephone systems marketed by Itancia and can be deployed locally or in the cloud.

**Quote from the Itancia management team:**

“This partnership means that the Itancia group continues to develop, through its Itancia Technology distribution activity, the contribution of added value by integrating new innovative telecom solutions in the face of the growing challenges of use and user integration. Jusan will meet the ever-increasing needs of our customers and partners and enrich user experiences. »

*Clément Héraud, Chief Marketing Officer at Itancia.*

**Quote from the Jusan management team:**

“We are very happy to collaborate with Itancia, to expand our distribution network in Europe and Africa, and to bring real added value to the telephone systems deployed by our partners (IPBX, Centrex). We are certain that the Itancia team, thanks to its technical and commercial skills, will be able to make the most of Jusan products, which reflect our capacity for innovation on the one hand and our experience of more than 60 years on the other”

Says *Laura Martin, Marketing Manager at Jusan*

# ABOUT ITANCIA TECHNOLOGY

## A value-added eco-responsible distributor.

For over 20 years, Itancia Technology, the Itancia group's distribution operation, has been supporting our partner resellers, integrators and operators with all their customer projects, helping them meet their challenges with regard to usage, technical expertise, availability, roll-out and operation.

With more than 150 sales representatives, including 50 specialists and 18 certified after-sales engineers, Itancia Technology selects and proposes more than 70 leading brands spread over 6 specialised markets encompassing communication, collaboration, networks and corporate security solutions.

Founded in France in 1991, Itancia – an eco-responsible group specialising in business communication, collaboration, networks and corporate security solutions – has been supporting its partner resellers, integrators and operators for more than 30 years, helping them to adopt responsible practices through bespoke solutions that strike the perfect balance between technology, economy and ecology. The group is based on 3 complementary activities: Itancia Technology, the distribution activity, Itancia Factory, the service and consultancy activity & Itancia Again, the ecological activity. The group is building a solid reputation for itself in Europe, Africa and the USA.

**For further information:** <https://www.itancia.com>

**To follow us:** LinkedIn, Twitter, Facebook et Instagram.

### **/ Itancia contacts:**

Commercial management: Mathieu GALVAING – [m.galvaing@itancia.com](mailto:m.galvaing@itancia.com)

Marketing Department: Clément HERAUD – [c.heraud@itancia.com](mailto:c.heraud@itancia.com)

## ABOUT JUSAN

**A value-added eco-responsible distributor.**

Jusan is one of the main providers of professional telephony applications with a range of solutions referenced and certified by the main manufacturers of telephone systems and a presence in more than 50 countries through an extensive network of distributors and integrator partners.

Jusan designs and markets solutions for omnichannel contact centers, communication recorders, taxation and traffic analysis solutions, interactive voice servers and tailor-made projects to meet the specific needs of its customers.

**For more information:** <https://jusan.fr/>

**To follow us:** LinkedIn, Twitter, Facebook et Instagram.

**/ Jusan contacts:**

Sales Manager France: Christian ABELE – [cabele@jusan.com.es](mailto:cabele@jusan.com.es)

Marketing Manager: Laura MARTIN – [lmartin@jusan.com.es](mailto:lmartin@jusan.com.es)