



ANDTEK

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**Pre-qualified for ISPN**

Yes

**Industry Focus**

Manufacturing

**Theatre Coverage**

US  
EMEA  
APAC

**Contact Us:**

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**Business Application Overview**

The ANDTEK Manufacturing Solution delivers advanced features on our scalable platform for manufacturing environments, like automotive, industrial, aerospace, petrochemicals, pharmaceutical or mining and metals industries. Integrating ANDTEK services into Cisco Unified Communications networks enables manufacturing industries to fully leverage their communications infrastructure and meet regulatory and compliance requirements.

Reduced complexity by implementing a highly available and flexible platform offers manufacturing companies enhanced services for building and plant automation, emergency announcements, crisis conferencing and integration of manufacturing databases and directories into the unified communications system - all on one platform with optimized administration and standards compliant integration into Cisco Unified Communications Manager.

**Market Opportunity**

Manufacturing companies develop and produce high-quality products to maintain their competitive advantages while global supply chains present significant challenges. It is crucial for them to improve the speed and accuracy of internal processes to reduce errors and the need to rework customer orders. Additionally they seek to continuously improve their competitiveness by quickly responding to market trends while reducing product costs, waste, and inventory levels.

Benefits for manufacturing customers are:

- Emergency announcements, crisis conferencing and alarm services for manufacturing plants
- Integration of electrical actuators and sensors into the unified communications platform enabling companies to automate building and plant control
- Improve customer satisfaction and response times with small distributed call center services

- Provide mobile employees with corporate information while ensuring confidentiality
- Secure company information and prevent communications infrastructure misuse throughout the unified communications network
- Simplify communications with computer telephony integration to connect customers, partners, suppliers, and employees
- Meet legal regulations and compliance requirements by secure voice recording and monitoring

### **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

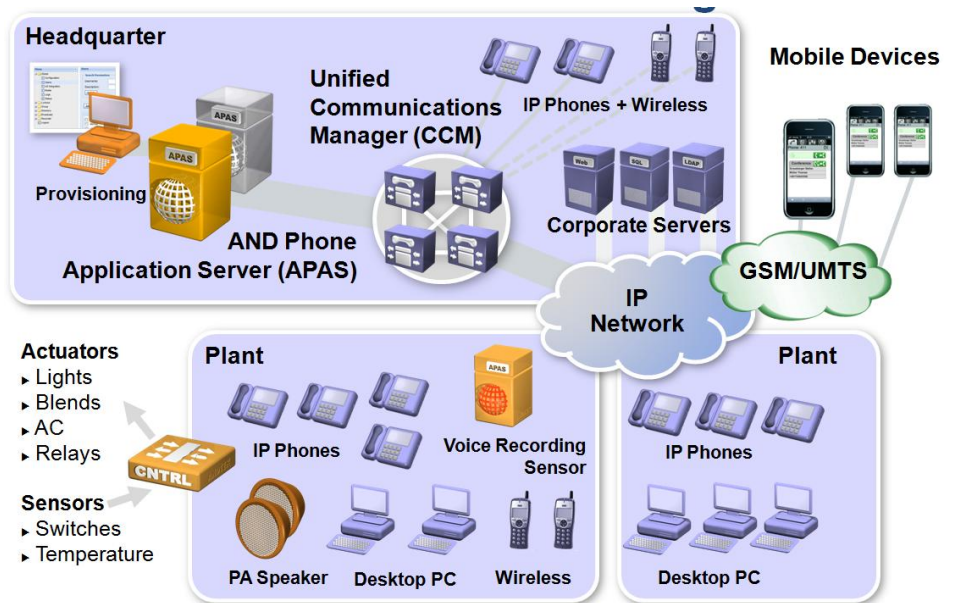
ANDTEK offers online and onsite training for certified partners. Besides training there are downloadable resources, like presentations, brochures and technical manuals available for partners. Available onsite trainings are:

- [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 Manufacturing Solutions](#)

[AND Phone Software](#)

[AND Desktop Software](#)