



May 16, 2016

ClearOne Expands Channel Partner Program With Prominent Master Agency

TeleDomani Selects ClearOne's Cloud-Based Video Conferencing & Collaboration

SALT LAKE CITY, May 16, 2016 /PRNewswire/ -- [ClearOne](#) [NASDAQ: CLRO] a global provider of audio and visual communication solutions, has signed a master agent agreement with TeleDomani, Inc. to expand the reach of Spontania, ClearOne's award-winning, cloud-based media collaboration software. TeleDomani is the largest master agency in the Northeast.

"Customers seeking easy-to-use and accessible video collaboration will find superb solutions through our partnership with ClearOne," TeleDomani Director of Business Development Carmine Yodice said. "Since ClearOne's Spontania platform is cloud-based, clients don't have to purchase or deploy any hardware for their users to join a meeting. Spontania is a more viable meeting choice; it takes just a few clicks to schedule, host, and join video-empowered meetings."

Through the ClearOne partnership, TeleDomani can empower its agents with opportunities to expand their product portfolios, leverage client relationships, and create new revenue streams using Spontania. "TeleDomani has a reputation for outstanding partner support," ClearOne Connections Partner Program Senior Consultant Kent Terpe said. "They cover everything from opportunity assessment and quoting, to project management and pre- and post-sales support."

Spontania's Key Collaboration Features

- | HD voice and video conferencing with application and screen sharing
- | Secure end-to-end encryption
- | BYOD (bring your own device): PC, laptop, tablet, smartphone
- | Real-time collaboration tools, including:
 - | Whiteboarding with annotation
 - | Remote PC control
 - | File transfer
 - | Session recording and playback
 - | Chat (private and public)
 - | IM and presence
 - | Hand-raise with queue

"ClearOne offers a clear 'transition path' for channel partners to develop the expertise, build a profitable business, and drive additional revenue whether they're an agent, VAR, IT/cloud consultant, MSP, or interconnect/service provider," Terpe said. "Spontania gives channel partners the positioning to market, sell, and deliver a differentiated and price-disruptive HD video collaboration solution. ClearOne never sells directly; we always support the channel."

Agents interested in adding ClearOne's Spontania to their product mix can set up a [free 14-day Spontania test drive](#) by [contacting ClearOne](#) or TeleDomani.

About TeleDomani

Powered by MPG Management, TeleDomani, Inc. offers partners unprecedented access to service providers around the globe, as well as managed and professional IT services, cloud-based UCaaS providers, and much more. TeleDomani's top-notch back office support enables agents to focus on their core business, without quotas, commitments, or carrier follow-up. TeleDomani was founded in 2002 and is dedicated to excellence. As a leading master agent, TeleDomani bridges the service gap among hundreds of global and regional providers by delivering the most reliable solutions to its customers. Visit TeleDomani at www.mpgmac.com.

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About ClearOne

ClearOne is a global company that designs, develops and sells conferencing, collaboration, and network streaming &

signage solutions for voice and visual communications. The performance and simplicity of its advanced comprehensive solutions offer unprecedented levels of functionality, reliability, and scalability. Visit ClearOne at www.clearone.com.

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