



Swisscom and Swisspro launch strategic partnership

Swisscom enters a strategic partnership with Swisspro. Swisscom's goal is to strengthen its UCC business with the Unify technology manufacturer and focus even more on managed services.

As of 1 May, Swisspro is taking over the sales, integration services and operation of the Unify business from Swisscom. In their partnership, Swisscom and Swisspro will be jointly developing the market in the UCC Unify segment in the future and thus meeting the challenges that the environment presents.

Swisspro is a successful ICT solution provider focussed on the integration business that serves customers all over Switzerland. This means that, along with its current solutions, it is ideally positioned to continue to develop the UCC Unify business together with Swisscom. Urs Lehner, Head of Swisscom Enterprise Customers “Swisspro has a lot of experience in the UCC segment. The company is a good match for us because like us it attaches great importance to reliability and stability. Swisscom has already been working with Swisspro for five years, for example in providing operational services to Alcatel-Lucent Enterprise. “We have been very satisfied with our collaboration with Swisspro thus far, and it provides the basis for a successful partnership in the Unify segment,” says Lehner.

Since last summer Swisspro has included the communications solutions from Unify in its portfolio. Drazen-Ivan Andjelic, Managing Director of Unify AG Schweiz, welcomes the partnership between Swisscom and Swisspro: “Two of the leading players on the Swiss market are teaming up. For Unify this is a step forward.”

As part of the co-operation, Swisscom is transferring around 130 employees to Swisspro. Bernard Frossard, CEO of Swisspro Solutions AG, is very happy: “With this step we are moving our ICT strategy forward and enabling ourselves to benefit from the technical expertise and experience of our new colleagues. They know Swisscom and its customers very well – an ideal starting condition for a successful and close collaboration.”



swisscom

Press release

Nothing is changing for Swisscom's Unify customers: Swisscom remains the contractual partner for the complete Unify portfolio and, together with Swisspro, will ensure that the agreed scope of service is provided to the familiar level of quality. Swisscom's portfolio in UCC solutions segment for corporate customers will continue to include products and services from its technology partners Unify, Cisco and Microsoft.

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