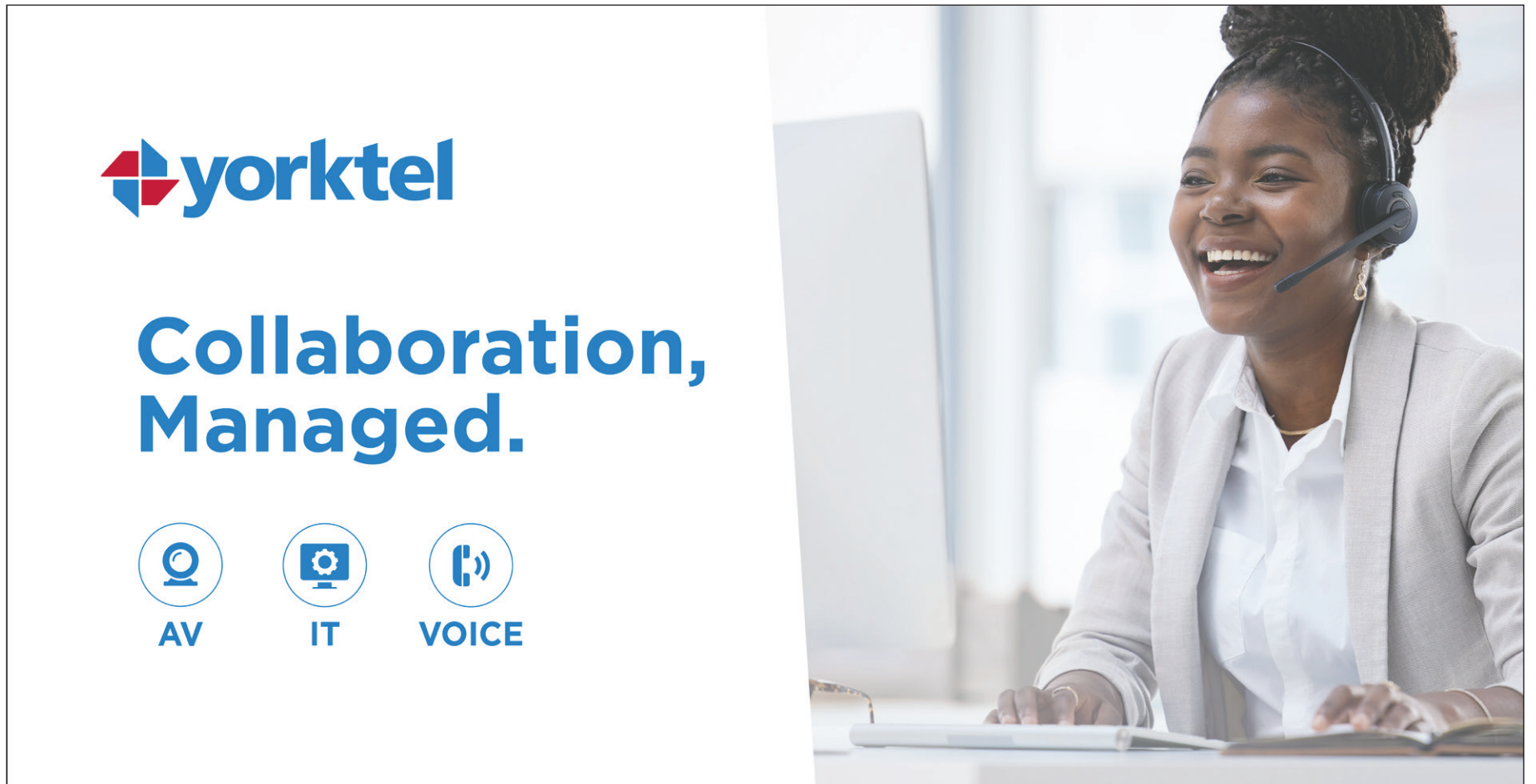


Yorktel: Your Global Solution for Managed AV, IT and Voice



yorktel

Collaboration, Managed.

AV **IT** **VOICE**

As a global leader in Managed Collaboration Services, Yorktel seamlessly integrates AV, IT, and Voice / Telecom, optimizing the hybrid workplace.

Yorktel

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No. of Employees: 430

Key Executive(s): Ron Gaboury, CEO, and Ken Scaturro, President and COO

Products/Services: Managed Collaboration Services, IT Security, Analytics, AV Design & Integration, Media / Event Services, Voice / Telephony

Year Founded: 1985

In the dynamic communication industry, agility, innovation, and a deep understanding of changing business landscapes are critical. Yorktel exemplifies these attributes, providing managed collaboration services that enable businesses to adapt seamlessly to the hybrid workplace model.

Collaboration, Consolidated

As a Managed Collaboration Services Provider, Yorktel enables customers to maximize productivity, reduce costs, and enjoy an enhanced end-user experience. Yorktel's strategic approach consolidates three legacy industries – AV, IT, and Telecom, into a comprehensive “Collaboration” ecosystem.

“Managing multiple vendor relationships can be a significant drain on time and energy,” says Michael Beaudoin, VP, Marketing of Yorktel. “By partnering with Yorktel, our customers may realize a substantial reduction in contract negotiations, financial commitments, and relationship management. The result is an improved ROT&E (Return on Time & Energy) metric, which calculates the true TCO related to managing all elements needed to deploy and manage business systems — especially with mergers and acquisitions.”

Managed AV

For nearly four decades, Yorktel has delivered AV Managed Services. Managing 25K room systems and over 100K devices worldwide, their global reach is balanced by a localized approach. Their excellence is attested by 100+ awards, including placements on the CRN MSP 500: Elite 150 and Solution Provider 500. Yorktel offers an all-in-one solution, providing design, integration, management, and 24/7 global help desk support. They also offer professional consulting and staffing services, demonstrating their comprehensive expertise in managed collaboration services.

Managed IT

As one of the leading Microsoft Partners of 2023, Yorktel excels in security. The company helps customers adopt Office licensing, reducing the expense of third-party sub-

scriptions and ultimately lowering operating costs while increasing ROI.

Tracy Wetherington, VP, Microsoft Solutions of Yorktel, emphasizes, “We aim to guide our clients, particularly in maintaining the security of their entire collaboration estate with Yorktel and Microsoft technologies. We adhere to global IT and Business Systems standards such as ISO27001, 02, GDPR, CMMC, and others, smoothly assuming the role of experience and compliance manager for all client endpoints. This ensures that O365 and Azure are secure across the entire environment.”

Managed Voice

Yorktel provides professional services and day-to-day subscription and management through Cloud Voice/Telephony for (Cisco WebEx, Microsoft Teams, and Zoom). As an FCC-regulated carrier, Yorktel offers additional options for enabling Cloud Voice service, including direct routing for legacy devices or systems integration.

“Embracing a cloud-first approach, Yorktel simplifies voice solutions architecture and vendor management. We ensure a smooth transition from on-premise systems to the cloud, optimizing costs and operational efficiency. Our unified billing system presents all services in one comprehensive bill. This holistic approach allows organizations to focus more on their core operations, confident in their communication systems’ expert handling.” – Ben Sept, Voice Practice Lead at Yorktel.

Collaboration, Managed

Yorktel continues to innovate and adapt, prepared to confront future challenges head-on. With its commitment to excellence, strategic partnerships, and a deep understanding of the changing communication landscape, Yorktel is perfectly positioned to continue paving the way in managed collaboration services.

To learn more, visit www.yorktel.com.

