CyberData and NTS Direct Forge Strategic Partnership To Deliver Unparalleled IP Paging and Notification Solutions

[Monterey, CA – April 2024] - CyberData Corporation, a pioneer in IP paging and notification solutions, is thrilled to announce a strategic partnership with NTS Direct, a leading provider of innovative distribution and fulfillment services. This collaboration marks a significant milestone for both companies, leveraging CyberData's cutting-edge solutions and NTS Direct's 20+ years of experience in transformative distribution services.

For almost 20 years, CyberData has been at the forefront of developing SIP and multicast-enabled endpoints that redefine quality, reliability, and performance in the field of IP paging and notification solutions. Their TAA-compliant products, including speakers, strobes, call buttons, and intercoms, seamlessly integrate with VoIP networks to facilitate paging, mass notification, emergency alerting, and access control across organizations. Known for ease-of-use and durability, CyberData's products are developed and manufactured in the US.

"We're very excited about the partnership with NTS Direct as it aligns with our commitment to delivering solutions that provide a safe and informed environment through effective communication. Together, we aim to enhance the distribution of our IP paging and notification solutions, reaching more organizations seeking reliable and innovative communication tools," said Phil Lembo, President and CEO of CyberData.

NTS Direct's Vice President Christopher Turcotte echoed that sentiment. "Collaborating with CyberData allows us to extend the reach of IP paging and notification solutions, ensuring that more organizations can benefit from our portfolio of innovative tools. Together, we're poised to empower businesses with reliable and advanced communication capabilities, enhancing their operational effectiveness and overall safety."

"We're thrilled to embark on this partnership with CyberData, as it perfectly resonates with our mission to provide cutting-edge solutions that prioritize safety and efficiency through seamless communication."
Christopher Turcotte,
Vice President of NTS Direct

With over two decades of experience, NTS Direct has established itself as a leader in VoIP, networking, video conferencing, physical security, unified communications, and collaboration. Their unique approach to distribution includes value-added services such as 3PL/reverse logistics, dedicated provisioning services, branding opportunities, DaaS, and buyback programs. NTS Direct's commitment to an enhanced customer experience is reflected in their well-trained staff, extensive product knowledge, and state-of-the-art facilities.

About CyberData Corporation
Based in Monterey, CA, CyberData Corporation is the developer of Hybrid Paging Technology™ and a leading provider of IP paging and emergency notification solutions that create a safe and informed environment through effective communication. With a focus on quality, reliability, and performance, CyberData has been serving organizations since 1974.

About NTS Direct
NTS Direct is a leading value-added distributor of voice, data technology, networking technology and Master Agent of UCaaS, CPaaS, and Cloud services. Reinventing the traditional distribution model, NTS Direct brings a consultative sales approach, focusing on design, value, scalability, and support to create sales and profitability opportunities for resellers, service providers and manufacturers.

Visit www.shop.ntsdirect.com for more information
or connect with NTS Direct on LinkedIn, Twitter and Facebook.

Benefits for Partners:
As a qualified NTS Direct Reseller, partners can now enjoy competitive product discounts, flexible financing options, integrated API solutions, product-specific marketing collateral, and real-time support. NTS Direct's state-of-the-art facility, spanning 300,000 sq ft, ensures efficient warehousing and provisioning services for telecom service providers, internet providers, managed service providers, value-added resellers, integrators, and distributors of all sizes.

This collaboration represents a commitment to innovation and customer satisfaction, as both CyberData and NTS Direct aim to provide comprehensive solutions and support throughout the buying process.