

Press Release

Arelion Continues Enterprise Channel Expansion Through Strategic Partnership With Intelisys

Stockholm, October 16, 2024 – [Arelion](#) today announced a Technology Service Distributor (TSD) partnership with Intelisys, a ScanSource (NASDAQ: SCSC) company and leading distributor of technology services and solutions. This partnership expands Arelion's award-winning Conflict-Free Channel Program and enterprise channel strategy, enabling Arelion to build relationships with additional Trusted Advisors through its #1 ranked global Internet backbone and high-capacity connectivity services.

Intelisys, a technology service distributor known for its extensive technical knowledge and wide customer reach, has a team of experts ready to support Arelion's global enterprise market expansion. Intelisys will incorporate Arelion into its indirect sales channel, offering valuable insights for Trusted Advisors to engage in data-driven collaborations with their clients.

Through this partnership, Arelion will benefit from expanded market reach, simplified sales processes, increased brand visibility and comprehensive support. By leveraging Intelisys' extensive network of Trusted Advisors, Arelion can reach a wider customer base and streamline its sales operations to ensure seamless customer experiences. Arelion provides direct connectivity to the top five cloud providers and was recently named a [gold-tier Google Verified Peering Provider](#) in recognition of its ability to simplify enterprise connectivity to Google's public services.

"Our partnership with Intelisys is a significant step forward for Arelion," said Rob Westervelt, Arelion's Head of Global Channel Sales. "Intelisys' extensive network of Trusted Advisors and deep understanding of the market will accelerate our growth in the enterprise space. This collaboration empowers us to build stronger relationships with additional Trusted Advisors, offering them low-latency enterprise connectivity solutions that drive business growth for their clients. By leveraging Intelisys' expertise, we can continue to fuel digital transformation and solidify our position as a leading provider of scalable Tier-1 solutions in global enterprise markets."

"Arelion's culture of customer excellence and technical expertise align with our mission to guide Trusted Advisors in selecting best-in-class technology offerings," said Paul Constantine, Senior Vice President, Supplier Services, Intelisys. "We're excited to partner with Arelion to bring their reliable connectivity services to our partner community."

Arelion's Conflict-Free Channel Program has won [ChannelVision's Visionary Spotlight Award](#) for '[Most Responsive Supplier Team](#)' for four consecutive years, guaranteeing no conflict between Arelion's Channel and sales teams. Arelion also has a world-class Net Promoter Score (NPS) of 72, with its customer service team achieving an 80 percent first-line resolution rate on inquiries. The Internet



carrier's expert service delivery teams provide end-to-end support for its global connectivity solutions, reflecting Arelion's dedication to industry-leading customer experiences.

With this new partnership, Arelion and Intelisys provide Trusted Advisors with enhanced access to Arelion's #1 ranked Internet backbone AS1299, as well as Arelion's portfolio of leading connectivity services, including high-speed [IP Transit](#), [Cloud Connect](#), [Global 40G Ethernet Virtual Circuit \(VC\)](#), [Wavelengths](#) and [DDoS Mitigation](#) services for service providers, content providers and enterprises.

About Arelion

Arelion solves global connectivity challenges for multinational enterprises whose businesses rely on digital infrastructure. On top of the world's #1 ranked IP backbone and a unique ecosystem of cloud and network service providers, we provide an award-winning customer experience to customers in more than 125 countries worldwide. Our global Internet services connect more than 700 cloud, security and content providers with low latency. For further resilience, our private Cloud Connect service connects directly to Amazon Web Services, Microsoft Azure, Google Cloud, IBM Cloud and Oracle Cloud across North America, Europe and Asia. Discover more at [Arelion.com](https://arelion.com), and follow us on [LinkedIn](#) and [Twitter](#).

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