

Convey Delivers Internet of Things — IoT Channel Accelerator Program to Master Agents in the Technology Solutions Xchange

Atlanta, Georgia – March 27, 2018 — Convey Services today announced that the Technology Solutions Xchange (TSX), a consortium of master agents in the telecom/cloud market, has joined the New IoT Channel Accelerator, a comprehensive program designed to deliver 'Internet of Things' (IoT) solutions and education to sales partners. The IoT for Partners portal (www.IoTforPartners.com) helps agents and channel sales professionals learn more about integrated IoT solutions to help their clients manage mobile assets, save money and reduce operational expense. The IoT Channel Accelerator screens technology offerings, educates suppliers to make their services channel ready and provides master agents and their sales partners with the ability to sell IoT services under Channel Accelerator provider agreements.

“The Technology Solutions Xchange is one of the most progressive master agent groups in the industry,” said Carolyn Bradfield, CEO of Convey Services, technology provider behind the IoT Channel Accelerator. “The Internet of Things is the next big revenue opportunity in the telecom/cloud channel. TSX recognizes the opportunity for partners to generate more revenue from connected devices that reduce cost, improve operational efficiency and create a better customer experience.”

The partnership between Convey’s IoT Channel Accelerator and the Technology Solutions Xchange helps educate sales partners on the IoT marketplace, as well as the top vertical markets where IoT applications are being sold. It offers integrated end-to-end solutions for partners to sell to their existing customers and prospects. TSX agents have access to the IoT for Partners portal to view specially-developed content, informational webinars and gain direct access to IoT providers. Email marketing campaigns will be generated for TSX sales partners using Convey’s new Conduct™ email campaign management technology, launching in April.

“We see the Internet of Things as a multi-billion-dollar market that isn’t being addressed by our sales partners,” said Bill Patchett, co-president of TSX and President of P2 telecom. “Every agent connected to a TSX master agent has customers or prospects that are candidates for applications such as LED lighting management, fleet tracking, and employee safety solutions. The IoT Channel Accelerator provides channel-ready solutions, driven by IoT providers that have been screened and can support a channel sales model. We can accelerate time-to-market for our sales agents, as well as the suppliers using this program.”

The IoT Channel Accelerator, www.IoTforPartners.com, was introduced in February 2018 with Internet of Things educational material and vertical market content. The portal offers select IoT solutions, showcasing product information, training and sales support material. Every solution offered on the IoT Channel Accelerator represents an end-to-end, directly sellable opportunity, versus components that would require specialized engineering and advanced integration. An assessment tool on the portal helps agents evaluate sale opportunities in the IoT space.

About Convey Services

Convey Services manages networks of connected content and marketing portals designed to inform, educate and engage channel partners and direct sellers in the telecom/cloud space, the property and casualty insurance market and food distributors. Convey's portal technology automates and organizes partner management and integrates email marketing technology for outreach to members and enables members to run email marketing campaigns to their customers and prospects. For information visit www.conveyservices.com, info@conveyservices.com or call 888-975-1382.

About Technology Solutions Xchange

Technology Solutions Xchange (TSX) is a consortium of master agents in the telecommunications and cloud space that offers its master agent members an expanded portfolio of connectivity, cloud, hosting, cybersecurity and IoT vendor solutions. TSX recently expand their group with the addition of Denver-based Innovative Business Solutions, adding local presence in the mountain states and sales partners nationwide. The Xchange is open to progressive master agents who are committed to evolving their company by exploring new opportunities, creative ways to approach the market, while educating and developing sales partners. www.tsxmembers.com

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