



Aria Technologies is the leading Australian distributor of some of the worlds most popular and advanced communication solutions from LG-Nortel and ShoreTel.

Aria partners with these leading Global manufacturers to provide full local engineering support and training to 160 Channel Partners throughout Australia, as well as stocking a full range of new systems and spare parts to meet market demands quickly.

Aria's philosophy is simple: limit distribution to "best in class", with the most appropriate fit to the proposed markets, and back those products with highly-skilled, comprehensive sales and engineering support. Complement this with ongoing training for our Channel Partners to produce a solutions portfolio that continues to evolve, ensuring we meet the changing needs of the Australian market.



The company was founded in January 2000 and is an innovative provider of sales, marketing, technical and logistics support to it's 160 plus channel partners. Since inception, more than 62,000 systems have been supplied to the Australian market.

Aria Technologies is supplier of Australia's Number 1 selling system in the 0-100 port market and commands dominant market-share for systems supplied to Australia's largest carrier Telstra, which are marketed under the Telstra brand.

In recent years Aria Technologies has won top international recognition as a LG Global Platinum Distributor and most recently in 2008 was awarded "Best Performance" Distributor, against distributors covering 53 countries including USA, UK, Germany, South Africa, Spain, Italy and Sweden to name but a few. While this award takes sales performance into consideration, many countries move far greater volume by sheer size of their respective markets.

Aria Technologies' success in gaining these awards were due to a number of factors including sales growth, product testing and approval processes, product support, marketing programs, dealer training and support infrastructure and brand-protection policies. These awards also reflect the strength and competence of Aria Technologies Channel Partners.

Aria products and solutions have, historically, focused on the smaller size but higher volume market segment. However, over the past few years this focus has broadened, Aria systems now extend from 2 – 20,000 ports.





LG-Nortel systems deliver communication solutions that meet the needs of most Australian businesses, whether the requirement is an IP enabled or Pure IP system.

Aria, the IP enabled system, incorporates all the latest features and is designed with user in mind. Features are logical, simple and easy to remember. It delivers the latest technologies and inherent in its design is its ability to expand as companies grow. Current product line-up encompasses the Aria 24, 130c, 130, 300 and 600 systems, which covers organisations from 2 to 500 employees.

iPECS from LG-Nortel is the Pure IP communication solution developed with small and medium sized businesses in mind. The modular fully distributed IP architecture, rich set of easy to use features and broad range of optional applications, hardware and software, makes the iPECS the natural choice for businesses requiring smart networking between multi sites, mobility and unified communication solutions. Current product line-up encompasses the iPECS 50, 100, 300 and 600 systems which covers organisations from 2 to 500 employees.

LG-Nortel delivers a range of hardware and software applications designed to improve employee productivity and enhance the customer calling experience.



ShoreTel's Unified Communications system encompasses phones, switches, and software that are designed to allow easy deployment and rapid flexibility, and deliver world-class quality.

The ShoreTel IP phone system is a completely integrated system that scales seamlessly from 2 to 20,000 users including PBX, voice mail, and automated attendant functions.

The ShoreTel system is built from the ground up and designed to be the easiest to use, easiest to manage, full-featured IP phone system on the market today. Its distributed architecture is ideal for multi-site companies that span multiple locations because the ShoreTel IP phone system appears and behaves as a single, unified system.

ShoreTel's IP phones provide the ultimate in ergonomic and aesthetics design, as well as superior audio quality. A wide range of phones is available to provide the right solution for each application - be it an executive, executive assistant, operator, ACD agent or supervisor, or general office user.

ShoreTel systems, while imminently suitable for Enterprise and Government, are adaptable to all business applications requiring what is arguably the most technologically advanced Unified Communications Platform available on today's market.

Aria Technologies is based in Melbourne, with offices in Sydney, Brisbane and Perth.