



Aria Technologies is the leading Australian distributor of some of the world's most popular and advanced communication solutions from LG-Ericsson. Aria partners with this leading Global manufacturer to provide full local engineering support and training to over 200 Channel Partners throughout Australia, the Pacific 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 its 200 plus channel partners. Since inception, more than 80,000 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.



Aria Technologies has an exclusive strategic partnership with Macquarie Telecom, Australia's leading business only, integrated Hosting and Telecommunications company. Aria's cutting edge IPTEL and Unified Communications solutions are bundled with Macquarie's Multi-Protocol Label Switching (MPLS) Data and Voice services to tailor solutions for the individual needs of each customer.

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

In recent years has won top international recognition as a LG-Ericsson Platinum Distributor and in 2008 and 2009 was awarded "Best Performance" Distributor, against distributors covering 53 countries including USA, UK, Germany, Spain, Italy and Sweden to name but a few. In 2010, Aria Technologies was again named APAC Distributor of the Year.

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.



iPECS

The LG-Ericsson partnership brings together today's market leader in electronic manufacturing with the world's most respected name in Telecommunications. The LG-Ericsson iPECS range is suitable for all businesses from small business customers with a few extensions right through to large enterprise and government customers with thousands of extensions.

iPECS from LG-Ericsson is an innovative family of Pure IP communication solutions developed to interconnect with almost any type of network technology, PSTN ISDN, VoIP, SIP and IP. The modular fully distributed IP architecture, rich set of easy to use features and broad range of optional applications, hardware and software, makes iPECS the natural choice for businesses requiring smart networking between multi sites, mobility and Unified Communication solutions.

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

