



Branching Out with Support From Partners

Another key to ECT's sustained profitability is our long-term partnership with Ericsson.

With our Global Distribution and Service Agreement in 2006, [Ericsson](#) began selling our products worldwide and providing first-level support to our joint customers. Together with Ericsson, we have entered many markets outside of our European reach without making major investments in local sales and support. In just three years, we have won over 16 customers in Africa, the Middle East and the Americas. Furthermore, Ericsson Managed Services uses our technology in their hosting center to provide hosted value-added services.

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