



A3 Communications Awarded 2013 Education Market Partner of the Year for North America by Axis Communications

Axis recognizes A3 Communications for continued growth and commitment to protecting education facilities with IP video surveillance technology

COLUMBIA, SC (November 11, 2013) — A3 Communications was named the 2013 Education Market Partner of the Year for North America by Axis Communications, the world leader in network video, during the eighth annual Axis Channel Convergence Conference (ACCC) held in Carlsbad, Calif. from Oct. 7-10.

A3 Communications, one of America's fastest growing systems integrators, received this honor from Axis for the second time since 2011. Axis annually presents the Education Market Partner of the Year award to recognize one partner's success and loyalty, as well as their commitment to securing educational facilities across the country.

"A3 has been a long standing channel partner with Axis and strives to offer the best solution available to their customers. They have separated themselves from the competition with the solutions they offer and the people they employ," said Larry Newman, director of sales, Axis Communications, Inc. "Not only do they provide excellent service and technical capabilities that meet the customers' requirements, but they also exceed them."

"Our long standing partnership with Axis Communications has not only led to the delivery of high-value, high-quality solutions for our customers around the country, but helps create safe environments for our nation's students and educators. We take public safety very seriously and we are happy to do our part in providing educational facilities with the advanced surveillance technology they need to keep their facilities safer," said Brian Thomas, President, A3 Communications.

Thomas continued "We are delighted to receive the Education Market Partner of the Year award for the second time within

three years. This recognition proves our ongoing mission to keep students and faculty safe and connected."

A3 Communications is a Solution Gold Partner in Axis' Channel Partner Program, designed to help channel partners leverage Axis' technology and market-leading status to capitalize on the fast-growing network video surveillance industry. As a channel-oriented company, Axis views partners as an extension of its team, playing a key role in the overall success of the company and the surveillance market's transition from analog CCTV to digital video.

ACCC is an annual gathering of Axis' top distributors, systems integrators, software development and strategic infrastructure partners throughout North America. This year's event drew more than 300 attendees who participated in IP-based surveillance technology workshops, Axis product portfolio and roadmap review, network video best practices and customer story sessions.

About A3 Communications, Inc. — With offices in Columbia, Charleston, Greenville and Atlanta, A3 Communications is one of America's fastest growing systems integrators. Founded in 1990, A3 provides a broad range of IT and security solutions for the public and private sectors, including: unified communications; managed IT services; virtualization and storage; structured cabling; enterprise networking and wireless; IP video surveillance and access control; network security; and audio/visual solutions. Their highly certified and experienced staff offers comprehensive support and maintenance available 24 hours a day, seven days a week. For more information on A3 Communications, visit www.a3communications.com.

AWARDS CEREMONY

A3 Communications accepts the 2013 Education Market Partner of the Year award that was presented during the annual Axis Channel Convergence Conference held in Carlsbad, Calif. from Oct. 7-10.

From left to right: Larry Newman, Director of Sales (Axis); Greg Moorer, Sr. Account Executive (A3); Brian Thomas, President (A3); Fredrik Nilsson, General Manager, North America (Axis)

