

## Jade Awarded Premium Status

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Leading systems integrator Jade is this month celebrating the award of the coveted Krone PremisNET™ Partner status.

The UK-based company has been established for over 15 years and specializes in the provision of end-to-end networks. Jade serves a wide range of industries including retail, government, finance, education, IT and Leisure. Many of its clients are major blue chip organizations with large scale, multi-site networks.

PremisNET Partner status means that Jade can offer the full range of PremisNET and TrueNet™ cabling systems with the exclusive Global warranty from Krone. Jade join an exclusive group as there are only eight other firms that have this, Krone's highest accolade. Jade has achieved the premium status for a combination of factors that include proven quality standards, training record and history of installation expertise. Their volume commitment to Krone, the size of the company and its sales and marketing strengths were also deciding points. The final criteria were the breadth of industries served and the highest level of technical ability.

Jade's sales & marketing director Mark Brackley commented on the award: "Our relationship with Krone has grown over the years and they have tracked our expansion from a strong foundation in the retail sector into other markets such as higher education and commercial. We believe that our companies have a real synergy – Krone offers the best technology and quality systems and Jade have the highest installation standards, from regular on site support to major network rollouts."

With such stringent criteria for PremisNET Partner status Krone's sales director Nick Norris is highly selective as to who holds the title. He explains: "Jade have a fantastic pedigree having been an Associate Installer (AI) for many years and winning the AI of the Year Award twice. We have ultimate trust in Jade in terms of their quality of work, their service offering and their business strength. They offer their customers the absolute best in terms of system solution and we are delighted that they will now be able to provide our highest level of warranty, offering the end user a comprehensive assurance."

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