



THE GLACIER GAZETTE



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Monthly Glacier Success Stories

Chelsea Technologies Inc.

Chelsea Technologies Inc is an Ingram Micro Venture Tech Member located in New York, NY. Owner of Chelsea Technologies, Meyer Ben-Reuven, did not historically turn to Cisco for his networking product. During the initial Glacier visit, Ingram introduced Meyer to products and programs that he was unaware were available to him. Meyer then educated himself on the Cisco product line to see if it would fit into his business.

As Chelsea Technologies continues to work with Ingram and Cisco, they have found much success in selling Cisco solutions into financial firms. Meyer has done a few infrastructure installations and has worked with Vantage Communications on a few Hosted IP projects. Meyer is impressed with the latest releases of Call Manager Express and is considering going after his certification.

Chelsea Technologies is also working with one of their partners to do a Cisco wireless installation, which will be their first. Chelsea is really embracing the different technologies that Cisco offers to sell a complete solution to their partners.

Chelsea Tech 2005 YTD Cisco sales: \$107,304
Chelsea Tech 2005 Projected Cisco Sales \$200,000