



Press release

Kappa Data passes the Extreme Partner Works Plus Audit with flying colours, thus boosting its value-added services for resellers.

De Pinte, January 2021

Kappa Data, the Benelux-based distributor of network, security and IoT products, is adding a new range of services to its portfolio thanks to the Extreme Partner Works Plus programme.

The Kappa Data partner base also benefits from the Extreme Partner Works Audit Certification awarded, with even greater advantages particularly for non-certified reseller partners. As of today, through the Kappa Data Engineers, they have access to an additional set of services which were previously only available to certified partners.

Kappa Data continues to invest in delivering added value to its partner channel.

For this audit, the technical engineering team and the BDM cell, led by Nick Leman, were tested and trained in the specs of the Extreme portfolio, and Kappa Data is building up a special stock of Extreme devices and equipment in order to be able to replace defective APs quickly on site at the end customer's, among other things.

This allows customers to benefit from services such as GTAC level 1 and 2 first-line support by Kappa Data engineers in plain language, in both French and Dutch, personal follow-up of cases, continuous evaluation and improvement of processes for an even better service provision, as well as an in-house swap stock to provide quick solutions in case of problems.

About Kappa Data – Value-Added Distributor of Network & Security Solutions

Kappa Data (www.kappadata.eu) is a Value-Added Distributor and offers a complete portfolio of IoT, networking and security solutions for Enterprise and SMB environments. Through its resellers, Kappa Data offers end customers solutions for connectivity, monitoring, IoT, management and data protection.

Joining forces with Kappa Data guarantees excellent customer support thorough technical knowledge and innovative, high-quality products. Kappa Data prioritises a long-term relationship with its customers and has won several awards for its approach.

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