

Net Access Launches Expanded Channel Program

Bringing channel side experience, Alex Weiss joins Net Access to head-up innovative partner program

CEDAR KNOLLS, N.J. [August 26th, 2014] – Net Access (the “Company”), a leading provider of hybrid colocation, cloud and connectivity solutions announced the expansion of their Channel Program with the addition of Alex Weiss and a “channel neutral” strategy. Weiss comes to Net Access from Colotraq, a Master Agent focused on colocation and cloud services. Weiss led the partner program for four years.

“I was looking to make a move to the service provider side of the business and was searching for a company with a real commitment and focus to the channel. Being that I worked with many service providers, I knew that Net Access would be a great fit.” said Weiss.

In addition to the hire of Weiss, Net Access has revamped its agent program to be 100% “channel neutral”. Weiss will focus on recruitment and relationships and leverage the existing sales and engineering expertise for new sales opportunities from agents.

“Having managed both direct and indirect organizations for many years I wanted to put in place a program that could leverage the benefits of both teams, and eliminate the conflict that comes with separate direct and agent silos,” said Stephen Callahan, SVP of Sales & Marketing at Net Access. “Our program allows our agents to work side by side with our best sales executives and engineers on deals to create a true ‘win-win’ situation.”

Net Access will be rolling out its new expanded program and structure at the upcoming [Cloud Partners](#) event in New Orleans in September.

About Net Access

Net Access is an industry leading provider of data center services delivering secure, reliable, and flexible colocation, cloud, network, and managed solutions to IT intensive businesses. Founded in 1995, Net Access’ interconnected SSAE 16 audited and PCI DSS compliant data centers allow its customers to focus on their core strengths, without the need to operate the underlying infrastructure. Our team is made up of innovative, dedicated professionals that strive to provide outstanding service that aligns with our mantra, “taking care of the customer for life”. For more information please visit Net Access at <http://www.nac.net/>

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