

KeaneTel Honors Top Sales Partners and Top Suppliers

May 21, 2008 by Khali HendersonKhali Henderson, Editor in Chief, PHONE

Master agency **KeaneTel** recognized its top sellers and top suppliers at a May 15 reception in conjunction with its Telecom Training Triathlon in Vegas.

KeaneTel's top sales partners based on year-over-year revenue growth were Integral Choice, Xilec, Telecom Decision Makers, Kelly Communications, NS Communications and DataTel.

KeaneTel's sales partners pay KeaneTel a \$600 monthly fee to manage carrier relationships and process orders. In return, KeaneTel passes through 80 percent to 100 percent of the carrier commission, depending on the carrier.

In addition, KeaneTel named **XO Communications Inc.** as Carrier of the Year. **DynaLink Communications** was given a special award for customer satisfaction.



DynaLink's Larry Fishelson and Chris Kenney with KeaneTel's Jeff Keane (center).