

# NFON strengthens business in Poland with focus on Premium Solutions



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## Perfect timing

NFON GmbH, an entity of NFON AG, the only pan-European cloud PBX provider, announces today the strengthening of its sales activities in Poland. NFON will focus on the sale of its core product Cloudya, the telephone system from the cloud, as well as premium solutions such as Ncontactcenter and Nvoice for Microsoft Teams. *"Poland is an important and increasingly digitalized European market for business communication - especially for cloud-based call center solutions. Now is the perfect time for a stronger focus in the market,"* explains Gernot Hofstetter, who is responsible for the CEE region in his function as Managing Director of NFON Austria.

## Freedom of business communication

Poland plays a key role in digitization and transformation within Europe. Around eleven million employees in small and medium-sized enterprises (SMEs) and around five million employees in the enterprise sector reflect a great need for the renewal of business communication. With approximately nine million desktop phones\*, the Polish market is as attractive as other European countries (for example: Austria, Italy, Spain and France). Gernot Hofstetter: *"Especially the service sector, i.e. the area of customer support as well as call and contact centers, is very strong in Poland. We are setting new impulses for business communication in Poland: it comes from the cloud, it is simple, reliable and independent!"* Thus, the core product Cloudya, the telephone system from the cloud, stands for exactly these characteristics, but also for intuitive access to powerful voice functions, communication from anywhere in the world, on any device, whether cell phone, desktop telephone, connection in the home office or via the browser of an Internet-enabled device, as well as for a geo-redundant architecture and end-to-end data security and much more. NFON Premium Solutions are based on the cloud PBX to provide specific solutions for individual industries or business challenges. Ncontactcenter is a complete, comprehensive offering for effective and transparent multi-channel communication via web browser and also promises maximum flexibility and future-proofing. With Nvoice for Microsoft Teams, a seamless connection between Cloudya and Microsoft Teams is created for the end user, and in particular provides access to the PSTN world: powerful communication functions are combined with familiar Microsoft environment.

## Basis of 80+ partners

NFON AG has always served the Eastern European markets from its branch in Austria, based in St. Pölten. *"We have gained a tremendous amount of experience and have adapted our indirect sales in Poland perfectly to the market requirements. Now we are rev up in Poland with a very good base of already more than 80 partners, strengthening the IT sector, contributing to the creation of value in Poland and promoting the important economic factors of digitalisation and transformation"*, says César Flores Rodríguez, Chief Sales Officer of NFON AG.

\*Cavell Studie 2019

## About NFON AG

Headquartered in Munich, NFON AG is the only pan-European cloud PBX provider – counting more than 40,000 companies across 15 European countries as customers. With Cloudya, NFON offers an easy-to-use, independent and reliable solution for advanced cloud business communications. Further premium and industry solutions complete the portfolio in the field of cloud communications. With our intuitive communications solutions, we enable European companies to improve their work a little, every single day. NFON is the new freedom in business communication. <http://www.nfon.com>

## Press-Kit

Gernot Hofstetter, Managing Director, NFON GmbH and César Flores Rodríguez, Chief Sales Officer, NFON AG

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