

Channel Partner Program Roundup: Zebra Technologies, ADARA Networks, Exostar

Michael Cusanelli Jun 18, 2015

This week's Channel Partner Program Roundup features the latest news from Zebra Technologies, ADARA Networks and Exostar.



Happy Thursday, and thanks for saddling up for another edition of Channel Partner Program Roundup. This week we sifted through a mountain of news to bring you some gold nuggets from our friends at [Zebra Technologies](#) (ZBRA), [ADARA Networks](#) and [Exostar](#).

Zebra Technologies: Product and service provider Zebra Technologies announced the launch of Zebra OneCare, a portfolio of support services that maximize the uptime and availability of Zebra product portfolio. The offering is designed to help partners boost their revenue, attract new customers and drive down costs.

Zebra also unveiled its Operational Visibility Service, a managed service that will allow administrators to gain visibility into their Zebra mobile device asset performance and operational business performance, according to the announcement.

"Together with our partners, we listened carefully to our customers who have an increasing desire to see, measure and take actions that drive a higher return on investment from their mobility investments and the operations they serve," said Greg Billings, vice president of Global Sales and Services at Zebra Technologies, in a statement. "The launch of Zebra OneCare will help businesses increase the productivity of their mobile technology while Operational Visibility Service will enable Zebra and its partners to not only see asset intelligence while deployed in the field but also provide transparent and high-value digital services seamlessly between customers' operations and Zebra's Service Operations."

ADARA: Software-defined networking (SDN) company ADARA Networks announced a channel and training partnership with Skyline Advanced Technology Services that will provide Skyline customers with advanced SDN and cloud computing solutions. Skyline also will develop its first open SDN training program.

The agreement will allow Skyline to resell and implement ADARA's portfolio of SDN solutions to improve legacy network infrastructures, according to the announcement.

"As a longtime VAR and trainer for conventional networking solutions, we have witnessed the growing demand for SDN first-hand," said Mike Zantotto, chief operating officer of Skyline Advanced Technology Services. "By partnering with ADARA to sell and implement the company's unique SDN solution and develop our first open SDN training program, we have the opportunity to not only implement leading SDN technologies but also to educate the industry on how to take advantage of the power of SDN."

Exostar: Cloud solutions provider Exostar named [SIGNiX](#) as its latest Application Partner, which will allow the company to bring its digital signature solution to Exostar's life science and healthcare communities. All members of Exostar's Life Sciences Identity Hub can now utilize secure single sign-on access to SIGNiX to speed up signing process for sensitive documents online.

Exostar's Life Sciences Identity Hub currently includes more than 1,000 organizations and 20,000 individuals worldwide, according to the announcement.

"Life science and healthcare organizations are demanding federated access to leading edge solutions, such as SIGNiX's Independent E-Signatures, that enhance their productivity without sacrificing security or compliance," said [Daniel Pfeifle](#), Exostar's vice president of Sales and Marketing. "Our Partner Program is gaining momentum as Application Partners like SIGNiX recognize the vitally important role they can play in meeting this pressing need."

That's all for now, but remember to stop by again next week for more great channel-centric updates. Until then, stay safe out there.

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