

# Megatel, Alcatel-Lucent sign distribution agreement

RABAT: Megatel, a telecommunications and networks solutions provider in Morocco, and Alcatel-Lucent have signed a distribution agreement to supply voice and data communications solutions for enterprises and administrations.

The agreement positions Alcatel-Lucent as a reference supplier with Megatel, delivering solutions including IP telephony, call centres, applications and services.

With the agreement, Megatel and Alcatel-Lucent combine their strong technological abilities and increase their reach to help businesses transform themselves into dynamic enterprises through the whole region of North Africa. Together, the two organisations offer communication solutions aimed at helping enterprises and administrations increase their competitiveness and profitability.

"We are delighted to count Alcatel-Lucent, a world leader in telecommunication solutions, among our partners," said Karim Mena, Megatel chief executive officer, "A relationship like this - offering advanced solutions and high level service quality along with our skills in project engineering management, integration and technical support - provides us greater opportunity to win our clients' loyalty in the evolving Moroccan market."

"Megatel technical resources and presence in the region, combined with Alcatel-Lucent solutions and products, lets companies more effectively make money and save money. Alcatel-Lucent is committed to helping enterprises move towards a dynamic communications model that strengthens relationships, simplifies interaction and improves performance," said Laurent Thevenon, regional director of Alcatel-Lucent's enterprise activities in the Mediterranean, West and Central Africa."

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