



September 15, 2015

Windstream Hosted Solutions Industry Expert to Speak at Cloud Partners

LITTLE ROCK, Ark., Sept. 15, 2015 (GLOBE NEWSWIRE) -- Windstream Hosted Solutions, provider of cloud and data center solutions and part of Windstream (NASDAQ:WIN), a leading provider of advanced network communications, announced that Bob Buchanan, vice president of Windstream Hosted Solutions' channel sales and account management, will speak at 10:15 a.m. on Thursday, September 17 at the [Cloud Partners](#) conference and expo. Buchanan will share insights on how best to equip sales teams to successfully sell cloud solutions. The annual Cloud Partners event, organized by Channel Partners, will be held at Hynes Convention Center in Boston, Mass.

Cloud Partners is a premier event for Value-Added Resellers (VARs), Managed Service Providers (MSPs), agents and integrators from around the country to learn how cloud services can impact their customers' businesses and why a strategic approach can help meet the customer demand for action around the cloud. In addition to the conference and expo's concurrent education sessions, the event will also showcase the latest cloud-based solutions.

"Cloud technology is transforming the way VARs, traditional agents, cloud brokers, and system integrators are conducting business with their customers," said Buchanan. "I'm looking forward to interacting with the channel community at this year's Cloud Partners expo, sharing with them some of our insights on the need for new skills, tools, incentives and best practices for selling cloud and data center solutions."

Buchanan will participate in a panel discussion, titled, "**Cloud & Your Sales Process: A Whole New Ballgame**," to explain best practices for cloud sales enablement within the channel. The panel will be moderated by Howard M. Cohen of HMC Write Now and will also include Jason Bystrak of Ingram Micro and John Durant of Carbonite.

With more than 15 years of experience in technology sales working for industry-leading information management and IT companies, Buchanan's specific expertise includes leading direct, multichannel and account management sales teams focused on delivering colocation, managed hosting and Infrastructure as a Service (IaaS) solutions to mid-size and enterprise markets. He has a deep understanding of technology, solutions, trends, competitive landscapes and business drivers within the cloud and data center managed services market.

Windstream will feature its comprehensive portfolio of cloud and managed services solutions, as well as highlight the organization's growing channel partner program, during the Cloud Partners conference and expo.

Windstream Hosted Solutions, with its growing nationwide network of 27 data centers, offers a robust cloud-computing solution that improves the efficiency and availability of IT resources and applications for enterprise businesses, allowing them to rapidly implement cloud services without capital investments so they can reshape their environment on demand. The Windstream Hosted Solutions suite includes public, private and hybrid cloud products, available to businesses nationwide. These managed and dedicated hosting solutions, combined with Windstream's full lineup of advanced network communications and technology products—including voice and data services such as VoIP, SIP trunking, MPLS, and dedicated high-speed internet—allow Windstream to offer its customers a complete set of integrated services.

For more information about Windstream's enterprise-class data, voice, network and cloud solutions, please visit windstreambusiness.com or stop by Booth 807 during Cloud Partners to meet with members of the Winning Team.

About Windstream:

Windstream, a FORTUNE 500 company, is a leading provider of advanced network communications and technology solutions, including cloud computing and managed services, to businesses nationwide. The company also offers broadband, phone and digital TV services to consumers primarily in rural areas. For more information, visit the company's online newsroom at news.windstream.com or follow on Twitter at [@WindstreamNews](https://twitter.com/WindstreamNews).

CONTACT: Tanja Jameson

501-748-7236

tanja.jameson@windstream.com



Source: Windstream Holdings, Inc.

News Provided by Acquire Media