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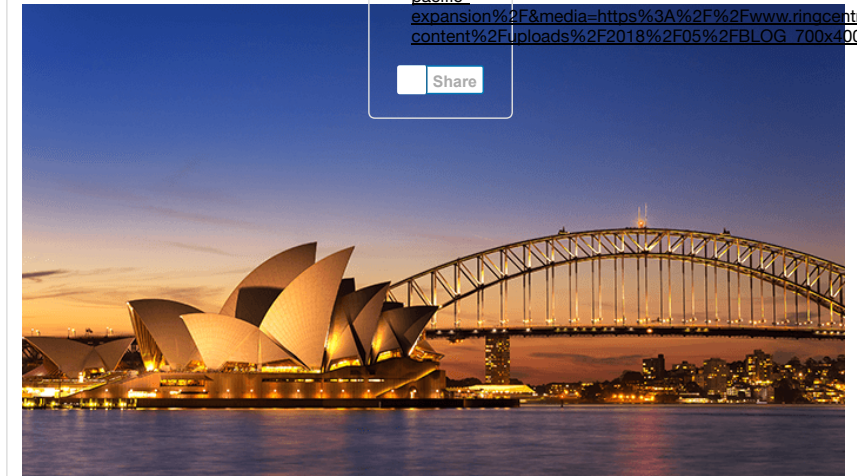
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## Channel Partnerships Drive RingCentral's Asia Pacific Expansion

 [Zane Long](/blog/author/zane/) (/blog/author/zane/) May 7, 2018



It's an exciting time to be the market leader in cloud communications. Building on our Asia Pacific (APAC) expansion, RingCentral is thrilled to announce a new office in Australia, as well as new leadership, channel partnerships, and a local product offering.

### APAC Leadership

RingCentral appointed Ben Swanson as Director of Channel Sales for APAC to lead business in the region based in the new sales office in Sydney, Australia. Swanson brings over 20 years of experience leading channel sales efforts across Asia, Africa, Australia, and New Zealand for Avaya and ShoreTel.

"I'm extremely excited to join the industry leader, RingCentral, as we look to address the changing communication solutions needs of APAC businesses," says Swanson. "We're already seeing demand from partners and their customers. We are well-positioned to help these businesses migrate to the cloud for enhanced mobility, scalability, and collaboration."

### Addition of leading channel partners

RingCentral has added Google Premier partner [Dialog Information Technology](http://www.dialog.com.au/google) (http://www.dialog.com.au/google), and other strategic partners to spearhead sales efforts in the region. With RingCentral's unique [Channel Harmony: One to Infinity Program](https://www.ringcentral.com/partner/overview.html?BMID=BLOGNEW) (https://www.ringcentral.com/partner/overview.html?BMID=BLOGNEW), RingCentral awards partners 100 percent commissions on all deals, while providing them the opportunity to work alongside vertical- and segment-specialized subject-matter experts from the company.

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According to Glenn Irvine, National Practice Manager, Google Solutions at Dialog Information Technology, customers are already asking for RingCentral: "The demand for communications has shifted from on-premises systems to cloud solutions as businesses look for new-generation solutions to scale their operations more easily, save on costs, and drive greater productivity across their organizations."

### RingCentral Office

The [RingCentral Office offering in Australia](https://www.ringcentral.com.au/office/product-overview.html?BMID=BLOGNEW) is delivered from service centers in Australia. Local customers also benefit from direct peering with tier one local operators across the region. In addition, customers and partners receive 24/7 technical support and local billing is provided in Australian dollars.

For multinational enterprises with offices in Australia, RingCentral also offers [RingCentral Global Office](https://www.ringcentral.com/office/features/global-office-communications/overview.html?BMID=BLOGNEW), which provides a single global solution with native experience across 37 countries. This complements RingCentral international virtual numbers, which are available in 80 countries.

We're excited for this next stage of our growth as we enable APAC businesses to take full advantage of what cloud communications solutions can provide. Here's to a successful collaboration with the Australian business community in 2018!

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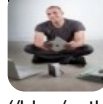
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