SLT Partners With SME Solutions Providers To Provide ‘Total Solutions’



(L–R): Sanjeewa Jayamaha, GM, SLT; Imantha Wijekoon, Chief Officer, SLT; Prabhath Dahanayake, Chief Officer, SLT; Kiththi Perera, CEO, SLT; Hasith Prematillake, Managing Director, Fentoons; and Sonali Wijekoon, Chief Officer, SLT.



Kiththi Perera, CEO, SLT at the opening ceremony.

Sri Lanka Telecom successfully concluded the company’s SME Solutions Partnership Day 2019. The event was organized to showcase the solution portfolio of SME solutions partners, sign agreements with them and to build and strengthen relationships between partners and SLT sales staff. SLT signed agreements with 27 SME solutions providers for a period of three years. Through these agreements, SLT

will be able to take responsibility of providing ‘total solutions’ to the small and medium enterprises. This will minimize the difficulties SLT’s SME customers face in dealing with multiple vendors to receive certain solutions. The agreements covered a wide range of solution categories including unified communica□tion, networking infrastruc□ture, CCTV, cabling, and soft□ware.

The SME solutions partner□ship day had two sessions. The morning session comprised product demonstrations, giving an opportunity for SLT sales staff to obtain firsthand experience on the products and solutions offered by the part□ners. Through this ‘one-stop□shop’ concept partners also benefited by being able to reach SLT’s sales staff in one loca□tion. The evening session was a formal agreement signing ceremony and Kiththi Perera, CEO of SLT delivered the key note speech.