



TSX Members Adds AB&T and Clarus Communications



Emmet Tydings

TSX Members Grows to 8 Master Agencies

The TSX Members organization is expanding its national footprint with the addition of St. Louis-based Clarus Communications and Columbia, Maryland-based AB&T. This brings the organization to eight master agencies with goals to expand in 2017 and 2018.

TSX Members is a national network of strong master agents with the people, experience and processes to offer its agents national coverage with local presence. The combined portfolio of over 200 supplier contracts ensures that we have a high-quality, broad-reaching set of products, services and capabilities to serve customers in the SMB space to the Enterprise.

According to Co-President of TSX, Bill Patchett, “Our organization is greatly strengthened by having these two high-quality master agencies as members. They each bring unique relationships, industry experience and technology expertise that enriches the offerings of our entire network.”



Chris Torbit

AB&T, based in Columbia, Maryland, has a long history dating back to the 1920’s as a supplier of radio parts. The business evolved over the years to electronics parts distribution and then added telecommunications services in 1988, serving the VAR community and later telecommunications agents. AB&T specializes in a variety of services including mobility with T-Mobile and has their own hosted voice platform, Galileo.

Clarus Communications, based in St. Louis, Missouri, was founded in 2001 and has focused on becoming a telecommunications advisor and expert in recommending services and helping customers reduce expense. Clarus has a strong focus in supporting the Managed Services Providers and working with sellers that have a variety of customer bases and business models.

In addition to creating a global product portfolio, TSX is dedicated to creating unique business and marketing strategies designed to help its suppliers engage their sales partners. In September, the organization launched Convey Campaign across their entire network of master agents to create sales-driven marketing campaigns focused on specific suppliers and their services.

TSX Members will focus its expansion strategy on strong master agents with a dominant footprint in their regional marketplace. They look for like-minded business owners who want to address the marketplace in a strategic way as it evolves and grows.