

Press information



Spitfire now offering 3CX in the Cloud PBX solution

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Spitfire, the multi-award winning Internet telephony service provider and ISP, is now offering the 3CX Phone System v14 as a hosted solution for customers and resellers in the UK. As a launch incentive for three months from February Spitfire is offering free connection to Spitfire SIP Trunks connected to a 3CX in the Cloud system, saving up to £80 per instance of 3CX in the Cloud.

The partnership between 3CX and Spitfire assists the reseller community because they will now be able to offer customers a virtual service which gives them and their customers maximum flexibility and high quality. Resellers will have increased flexibility as they will have the option of buying virtual instances hosted by Spitfire, one by one until it is more profitable for a reseller to host their own 3CX solution.

With 3CX in the Cloud resellers can deploy up to 25 instances per server in a fully automated way. Partners will be able to support many customers, making it a much more scalable and therefore a much more profitable solution.

3CX will be added by Spitfire to its own cloud distribution platform. Spitfire is offering 3CX in the Cloud as a self configured / self managed solution or as a fully managed service to suit customers' individual capabilities and requirements. Adding 3CX in the Cloud to Spitfire's portfolio enables Spitfire's customers to take advantage of 3CX's award winning technology and feature set at a market leading price point.

Hosted 3CX removes all the barriers that have been blocking the hosted PBX market with superior architecture and flexible delivery options. 3CX in the cloud is a fully virtualized instance, with its own set of dedicated PBX services, as well as completely separate data stores.

With 3CX in the cloud, customers will have a dedicated PBX separated from and unaffected by other tenants. In addition they will have access to all the features of the on-premises version such as web conferencing, instant chat, presence and so on. Furthermore, they can choose their preferred telecom vendor and retain the ability to move from hosted to on premise whenever they wish.

Nick Galea, CEO, 3CX stated, "3CX in the Cloud is not a multi-account system, it's a fully virtualised instance of 3CX Phone System with dedicated PBX services for each customer and complete data separation which sets it apart from old style hosted PBX."

For Spitfire Tom Fellowes, Sales Director commented, "3CX in the Cloud is a game changer in the hosted market place and we are really excited to be adding this to our portfolio, continuing our tradition of offering the best technical and commercial solutions to our clients. Our 3CX in the Cloud service eliminates the need for on-premises hardware except for handsets. It also brings business continuity benefits, because if the customer's premises cannot be used for any reason, business with access to the 3CX phone service, can carry on at another location."

Ends.

Suggested picture caption: Spitfire is now offering the 3CX Phone System v14 as a hosted solution for customers and resellers in the UK.

Spitfire Technology Group - delivering cost-effective comms solutions

Spitfire Technology Group was established in 1988 and today is one of the largest independent voice and data solution suppliers in the South East region providing carrier network services and Internet connections. The company also supplies voice and data networks, including phone systems produced by a number of leading manufacturers, with a full support and maintenance service.

Spitfire Technology Group can supply a comprehensive service for customers that extends from designing and implementing a telephony and data communications network to providing line rental and call billing, with complete after sales technical support and customer service.

Based in London and with a Midlands office in Redditch, Spitfire Technology Group employs over 100 staff and has an annual turnover in excess of £23 million. The company is dedicated to providing customers with integrated communication solutions that deliver cost savings and real benefits for business productivity and efficiency.

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