

Spitfire shares development plans with channel partners

15 February 2016

Spitfire, the multi-award winning internet telephony service provider and ISP, held its annual channel partner conference recently in Westminster. Delegates heard presentations on latest developments in MPLS, Ethernet and hosted telephony. Guest speakers included Fraser Bell from Spitfire partner Northern Star, who gave an illuminating insight into data centres and Pedro Vaz from RIPE (Réseaux IP Européens) who discussed the implications of IPv6 for the channel.

Spitfire used the occasion to announce the new 3CX in the Cloud PBX solution which channel partners could see demonstrated. There were also demonstrations of Spitfire's cloud based SIP Communicator™ hosted telephony service.

Presentations were followed by lunch and networking for the delegates. Nick Goodenough, Partner Service Manager commented, "This was another excellent and well attended Spitfire partner conference. It was an opportunity to not only bring our partners up to speed with the latest developments in Spitfire's network connectivity and voice communication services. But it also gave our channel partners the opportunity to engage with us and provide valuable feedback on their experiences so we can continue to improve our service delivery."

Spitfire's Partner Service is aimed at enhancing the products and services offered by IT companies, consultants and other organisations that want to offer customers a superior, more integrated service than that offered by the large impersonal telecoms providers. The Partner Service has been highly successful with over 400 reseller partners benefitting from generous commission payments, outstanding training, technical support and assistance. Partners can generate incremental new revenue from voice and data services from their clients. Spitfire provides partners with regular conferences, training seminars, partner newsletter and access to a dedicated portal and extranet.

Ends.

Suggested picture caption: Spitfire, the multi-award winning internet telephony service provider and ISP, held its annual channel partner conference recently in Westminster.

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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