



## Spitfire offers portfolio of solutions at IP Expo

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Spitfire, the multi-award winning Internet telephony service provider and ISP, is demonstrating the 3CX telephony platform on stand H18 at IP Expo, 5 - 6 October at ExCeL, London. 3CX has now been added by Spitfire to its own cloud distribution platform.

Spitfire can offer 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, deployed in a dedicated voice network, managed by a 3CX Platinum Partner at a market leading price point.

Spitfire's own SIP Communicator™ hosted telephony service is also demonstrated. SIP Communicator™ only requires SIP compatible handsets, making the service an extremely cost-effective solution for business start-ups and small businesses that are growing and anticipate moving premises or are spread over multiple sites. For larger enterprises SIP Communicator™ is the ideal solution for staff working remotely from home as they have full access to phone system functionality, just as if they were in the office. Larger businesses also benefit from the disaster recovery potential of SIP Communicator™.

Visitors to the Spitfire stand can also discuss Spitfire's SIP Trunk service. Designed as an ISDN30e and ISDN2e replacement, Spitfire's SIP Trunks offer business quality secure telephony at typically up to 50 per cent less than the monthly rental cost of an equivalent ISDN service. As one of the only ISPs and fixed line operators to offer a SIP Trunk service, Spitfire offers a complete end-to-end SIP service via its own IP and TDM infrastructure.

For data connectivity Spitfire offers a range of Ethernet connectivity options providing customers with next-generation-network broadband access. This includes a new GEA Ethernet option offering the same performance SLAs as EFM (Ethernet First Mile) and Fibre Leased lines, but at a cost effective price.

Potential reseller partners visiting the show can benefit from Spitfire's Partner Service offering outstanding technical support and assistance for IT companies wishing to offer their clients voice and data network services.

Susie Ward, HR & Marketing Director for Spitfire, commented, "Spitfire is an industry leader in IP engineering and SIP technology. Visitors to our stand will find a full portfolio of IP solutions for voice and data that can improve business efficiency and cut costs. We anticipate strong interest in our solutions on the Spitfire stand."

Ends.

*Suggested picture caption:* Spitfire is showing a portfolio of IP solutions on stand H18 at IP Expo.

### **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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