

Spitfire conference introduces Virgin Media Business to partners

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Spitfire, the multi-award winning internet telephony service provider and ISP, held its annual channel partner conference recently in Westminster. Delegates heard presentations from Spitfire's new supplier partner Virgin Media Business. Other subjects covered included latest developments in FTTC Ethernet and FTTP Broadband, SIP trunks, on-net connectivity to AWS and Microsoft and telephony compliance regulations.

Spitfire used the occasion to demonstrate a new web ordering system allowing authorised partners to place orders online quickly and simply. Breakout sessions following the main presentations gave partners the opportunity to see demonstrations of Spitfire's SIP Communicator hosted telephony service and the 3CX v15 telephony platform. Staff were also on hand to discuss MPLS networks and Virgin Media Business services.

Nick Goodenough, Partner Service Manager commented, "We were pleased to welcome a very large section of our 400 channel partners to our annual conference. The event allowed us to brief partners on the important developments we have planned for our voice and data services in 2017. We were also able to introduce colleagues from Virgin Media Business who outlined the benefits of Virgin's national fibre network. The event always provides partners with an excellent opportunity to network with their peers."

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 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 newsletters and access to a dedicated portal and extranet.

Ends.

Suggested picture caption: Nick Goodenough, Partner Service Manager addresses the audience at Spitfire's annual partner conference.

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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