

Spitfire Partner Service wins “Editor’s Choice Award”

1 June 2017

Spitfire, the multi-award winning internet telephony service provider and ISP, has received an “Editor’s Choice Award” from Technology Reseller magazine for the company’s Partner Service (www.technologyreseller.co.uk).

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 ISPs and comms providers. The Partner Service has been highly successful with over 400 reseller partners benefitting from generous commission payments, outstanding training, support and assistance from technically competent, IP Engineering certified account managers.

Rather than simply providing a product portfolio for partners, Spitfire offers a more personal service providing better outcomes both for partners and their customers. Dedicated Partner Account Managers are available to meet partners or their customers as required. Spitfire backs everything up with documentation and Partner Service account managers are always available at the end of the phone to answer questions, no matter how simple or complex.

Nick Goodenough, Partner Service Manager commented, “It’s extremely gratifying for our staff and partners to be awarded this “Editor’s Choice Award” by Technology Reseller magazine. We have built our Partner Service thanks to our dedicated Partner Account Managers who are available to meet all our partners’ requirements, from on-site meetings, demos, and quoting the end user or our partners as required. Our 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: Nick Goodenough, Partner Service Manager

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.

For further information contact:

Susie Ward

Marketing Director

Spitfire Technology Group

Tel: 020 7501 3085

Fax: 020 7501 3001

E-mail: susie.ward@spitfire.co.uk

Web: www.spitfire.co.uk

Editorial enquiries:

Glyn Pritchard

Vox Communications

Tel: 01892 822790

E-mail: glyn.pritchard@voxcomm.co.uk