

### ▶ FOREWORD

#### Welcome to the December edition of the Spitfire Newsletter!

This month we look at the latest developments here at Spitfire:

- Our excellent new converged solution products
- New free of charge connection offers on Fibre Broadband and Ethernet!
- The Gateway to SIP: Beronet Gateways

Please contact our Sales Team or your Account Manager for more information and details on availability.

**Contact Us**  
**Sales: 0800 319 6363**  
**Support: 0800 319 6262**

### Introducing Spitfire DualStream SF® Converged Voice and Data

With more than 25 years of experience working in telecommunications, Spitfire is keen to stay at the forefront in this expanding industry. We have developed some fantastic new products - to increase our range of options, for customers who are seeking converged solutions for better resilience and performance.

Spitfire's DualStream SF® is designed to replicate the benefits of a dedicated Fibre Ethernet Circuit, but at a significantly lower price point - bringing the benefits of Fibre Ethernet within the reach of numerous businesses.

We are also able to offer DualStream SF® Lite. This is a fantastic package for smaller businesses that are looking for a converged voice and data solution.

Please speak with your Account Manager to discuss availability of these two products.

#### DualStream SF® - Key Features

- 80/20 Premium VDSL used for data traffic
- SDSLM 2Mb used for voice traffic - up to 15 guaranteed simultaneous calls
- Auto failover and restore across both circuits
- £99.00 per month

#### DualStream SF® Lite - Key Features

- 80/20 Standard VDSL (100Gb cap) used for data traffic
- Voice approved ADSL circuit (24Mb/1.2Mb) used for voice traffic - up to 4 guaranteed simultaneous calls
- Auto failover and restore across both circuits
- Only £55.00 per month - including advanced router replacement

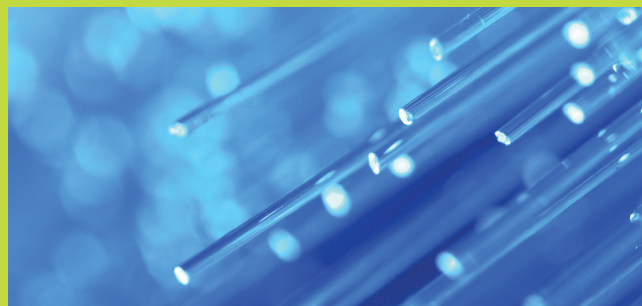
With Christmas just around the corner, connection is on us!

We are delighted to inform you that we are now offering **FREE OF CHARGE** connection on all our long term Ethernet circuits.

Ethernet Leased Line circuits provide a dedicated end to end solution, offering high speeds, 1:1 contention and fully duplex symmetrical bandwidth. These circuits are ideal for businesses that require guaranteed throughput - with SLAs that support voice, video and critical data applications.

Last month we announced our new fixed monthly price of £199 for GEA circuits of up to 20Mb. This fixed price, combined with the free of charge connection, provides exceptional value for an Ethernet solution. In addition to this, with our offer of a free ADSL backup circuit, not only will you achieve some outstanding savings, you will also have a greater level of redundancy. This is in line with Spitfire's aim to provide a high quality solution that also offers peace of mind.

The free connection applies to all our Ethernet circuits including Fibre, EFM and GEA. The offer is open for a limited period only, for all customers that place new orders. The free connection applies to a three year contract for Fibre and a two year contract on GEA and EFM. Terms and Conditions apply so please contact your Account Manager for further details now!



## 'Twas the Night Before (a Spitfire) Christmas...

'Twas the night before Christmas, when all through the house  
Not a computer was whirring, not even a mouse.  
The cables were tidied in the comms room with care,  
All ready for new internet which would soon be there.

The technicians were staring in shock at machines,  
While error messages danced on the screens,  
The old broadband was tired, and not up to its best,  
It wanted to join the staff and have a holiday rest!

The ADSL chugged along with a clatter,  
The technicians gathered round - what on earth was the matter?  
They needed faster speeds, but worried about their cash,  
What they needed was VDSL - with free installation  
and quick as a flash!

So they grabbed the phone and began to call Spitfire,  
Maybe they could help out, they started to enquire,  
"Yes of course, we'll upgrade you to a High Speed Subscriber  
- This product's so fast, because of the fibre!"

The install took place in a short space of time,  
With a router, the broadband and a new analogue line,  
The technicians gathered round and looked on with affection,  
The perfect Christmas gift - a high speed connection.

The engineer sprang to his van, with a kind wave goodbye,  
Started up the engine after scoffing a mince pie,  
But we heard him exclaim, 'ere he drove out of sight,

**"Happy Christmas to all,  
and to all a good-night!"**

## PBX too old for SIP? Think again...

Ever thought that your PBX was too old for SIP? This is not the case! Beronet Gateways allow businesses that are not ready to upgrade their existing phone systems to become fully SIP compatible - at a fraction of the cost of buying a whole new system. You are therefore able to connect your existing phone system to Spitfire SIP Trunks, allowing you to benefit from the full range of SIP features and cost benefits - as many others already are.

The Beronet Gateway can be provided and installed with no upfront costs, making the cost of the Beronet rental and the SIP Trunk rental cheaper than the cost of your existing ISDN30e.

A further benefit offered by the Beronet Gateway is increased resiliency. As a Spitfire customer, you have the option to convert the majority of your lines to SIP Trunks, whilst leaving a few ISDN lines remaining - to provide a failover option between the two different technologies. This successfully increases the overall redundancy of your phone system.

### How does this work?



## Fibre Broadband - FREE connection and FASTER speeds!

Fibre Broadband (VDSL) is a super fast broadband internet connection. It uses Fibre to the Cabinet (FTTC) technology to run fibre optic cable from the telephone exchange out to the local street cabinets, resulting in higher internet speeds of up to 80Mb download. VDSL is available where BT has enabled FTTC at the customer's required location. At present there are approximately 1,600 exchanges within the UK that have been enabled, with more coming online every month.

We are currently offering FREE connection on our 40Mb download options, with monthly rental starting at just £21.00. Please call your Account Manager today to check availability and to find out more.