

PARTNER TESTIMONIAL



MT Services Computer Systems Ltd – Spitfire Partner Testimonial

At MT Services Computer Systems Ltd, we pride ourselves on delivering high-quality IT solutions to businesses across the Midlands. As a reseller and referral partner of Spitfire, we have significantly expanded our customer base and strengthened our service offerings, thanks to their flexible partnership model.

Spitfire has provided us with the freedom to choose how we engage with our customers, whether by referring them directly to Spitfire and earning commission or by reselling their services under our own brand. This flexibility has been a game-changer, allowing us to tailor our approach to each client's specific needs while maximising our business opportunities. One of the standout benefits of working with Spitfire is the exceptional support we receive. Our dedicated account manager is always available to respond quickly and efficiently to our queries, ensuring that we can act swiftly on new opportunities. Their responsiveness has been invaluable in securing new business and maintaining strong relationships with our customers.

Spitfire's product range is another major advantage. With access to connectivity options from more than ten different wholesale suppliers, we can provide our clients with the most cost-effective and reliable solutions tailored to their specific sites. This extensive range of options means we can confidently offer the best connectivity solutions without limitations, setting us apart from competitors.

Working with Spitfire is seamless and straightforward. Their team is easy to collaborate with, and their proactive approach to support ensures that any issues are resolved quickly. Whether it's handling support cases efficiently or working alongside our own technical team, Spitfire's commitment to excellent service ensures that our customers receive the best possible experience.

Additionally, their attractive partner commission structure makes the business relationship even more beneficial. Knowing that we can depend on both financial incentives and top-tier service allows us to continue growing our business while maintaining strong relationships with our customers.

Overall, our partnership with Spitfire has been instrumental in helping us expand and succeed in the Midlands. Their outstanding support, extensive connectivity options, and easy-to-work-with approach make them an invaluable partner. We highly recommend Spitfire to any business looking for a reliable and flexible telecoms provider.

Neil Norton (Director)

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