

## PARTNER TESTIMONIAL



### Twisted Fish – Spitfire Partner Testimonial

As a valued channel partner of Spitfire Network Services for over 15 years, when I was asked to share my experience with their partnership program and their Fibre connectivity network, what else could I say but yes.

In over 25 years in business as an MSP we've worked with a lot of suppliers, but Spitfire stands out of the crowd with a diverse offering within their Fibre product range, offering connectivity solutions from 10 different wholesale suppliers giving us wider coverage, shorter installation times, and competitive pricing thus allowing us to address our customer's connectivity needs all over the UK.

One of Spitfire's main advantages when it comes to connectivity lies in their ability to work almost as an extension of our team on integrated technical solutions. Designing solutions to run VoIP on low-cost broadband to bridge the gap between broadband and Ethernet services, flexible networking options for more effective resiliency, and a comprehensive portfolio of WAN services to provide us with a one stop shop for all connectivity and wide area networking. In addition to these services their recent venture as an MVNO opens exciting prospects for future projects.

Where Spitfire's commitment to providing a high quality of service is evident the most is through their people. The fast response to enquiries from our excellent dedicated account management team, deep technical knowledge from support, and remarkable provisioning support has been instrumental in handling orders swiftly and effectively.

Spitfire's genuine desire to collaborate and support our success is demonstrated by their commercial flexibility, and proactive communication with partners like us on industry news, such as the upcoming Openreach Switch Off.

In summary, partnering with Spitfire Network Services has been a rewarding experience, and I look forward to continued collaboration and mutual success in the future.

A handwritten signature in black ink, appearing to read "Simon Treadway".

Simon Treadway  
Technical Director

Cobden House, Park Lane, Richmond, TW9 2RA

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