



SCALABLE COMMUNICATIONS IS MITEL LEADER, TWICE

18th December 2006 – Scalable Communications, the specialist integrator providing secure, converged network solutions, today announces it has been named Mitel's 'Top Solutions Provider through Distribution', and 'Reseller of the Year' by Mitel distributor, Nessco, for 2006.

Simon Brown, Managing Director at Scalable Communications said, *"Both these awards are testament to our pedigree and leadership position in the design and implementation of IP technologies and applications within the enterprise. We are delighted our efforts have been recognised, and are looking forward to developing our IP proposition in line with emerging technologies from Mitel, and our partnership with Nessco."*

Recently awarded Platinum Solution Provider status, Scalable Communications will continue to enjoy access to the most comprehensive portfolio of IP solutions and the highest level of sales support from Mitel in order to deliver enhanced business benefits to customers. As a result of this accreditation and its latest award, Scalable is now recognised as Mitel's first 'new breed' partner beating over 50 European solution providers to the title.

Coupled with Nessco's 'Reseller of the Year', Scalable is confirmed as Mitel's top reseller for 2006, and further demonstrates the technical expertise and consultancy Scalable delivers to its customers. Nessco is the UK's only distributor of the entire Mitel product range, selling to end-users via an elite group of value-add resellers.

Brown concludes, *"This is a significant win for the Scalable team, and once again, is as a result of a fantastic team effort. We look forward to maintaining our strong relationship with both Mitel and Nessco as we head into 2007."*

About Scalable Communications Plc

Scalable Communications is a leading independent provider of business communications solutions, enabling customers to increase productivity and reduce operational costs, by exploiting latest communications technologies and consolidating suppliers and bills. Started in 1997, Scalable Communications has over ten years of strong performance and consistent organic growth from medium and large sized customers from both the private and

public sector, including names such as B&Q, Royal Society of Medicine and Cambridgeshire County Council. With a customer retention rate of over 96%, Scalable Communications can be relied upon to transform an organisations' business communications.

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