



Scalable Communications Achieves Platinum Solution Provider Status with Mitel

26 July 2006 - Scalable Communications, the specialist integrator providing secure, converged network solutions, today announces it has achieved Platinum Solution Provider status from Mitel within the global Mitel Solution Provider Program. Using its Secure Convergence blueprint, Scalable Communications has worked with Mitel for more than two years to deliver highly scalable, feature rich communications systems to its customers.

To achieve the platinum status, Scalable Communications has proved its ability to engineer secure, innovative voice and video services over high performance IP infrastructures and demonstrated it can deliver a superior degree of customer support. Scalable will now have 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.

In awarding this new status, Mitel confirms that Scalable Communications has met its highest partnership accreditation criteria, including superior sales and technical skills and customer services capabilities.

"Our relationship with Scalable has been hugely successful as they share our vision of supplying IP solutions which improve business processes and customer service," said **Enda Kenneally, Sales Director, Mitel.**

"Achieving the highest level of accreditation from Mitel means a great deal to us," enthuses **Simon Brown, Director, Scalable Communications.** *"The award is recognition of the fact that we constantly deliver high quality IP solutions to our customers. This accreditation will mean that our customers are now able to benefit from even richer communications solutions that will be delivered with the same level of focused and independent expertise that has been truly valued by both Mitel and our customers. The access and support provided by Mitel as part of their global accreditation solution provider program is excellent and we look forward to maintaining a strong relationship with the company as a key channel partner in the UK."*

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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