



Scalable claims a position in Mitel's top five UK Enterprise Reseller accounts.

10 October 2008

Scalable Communications has recently been announced as one of Mitel's top five Enterprise Resellers in the UK.

Over the last three years Scalable has demonstrated its commitment to developing its IP communications proposition in delivering enhanced business benefits to its customers within a cross section of market sectors.

Since 2005, Scalable's Mitel sales have grown by approximately 300%. This rapid growth and recent position as one of Mitel's top five UK Enterprise resellers is testament to Scalable's capabilities and continued strength within this market.

"This is a fantastic achievement by Scalable Communications and many congratulations on their top five position." **said Enda Kenneally, sales director, Mitel.** "Scalable continues to provide a superior service to their customers offering exceptional support, both pre and post sales"

As a result of this position Scalable has been allocated two places to the Mitel Sales Incentive to South Africa and Frank Richmond, Scalable's Director for New and Strategic Business has been confirmed as the second highest claimer in the UK.

"We are delighted to be recognised in this way" **said Marty Legg, Scalable's Sales & Marketing Director** "we are a strong sales team who is focused on delivering the right solutions to our customers and the Mitel offering is a vital part of this. Next year we aim to be in the top three resellers in EMEA"

-ends-

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.

For more information please contact

Amy Keen

Scalable Communications PLC

Tel: 0844 7422010

Email: Amy.keen@splc.co.uk