

## **Scalable Communications become an Exponential-e Platinum Innovator**

**10<sup>th</sup> March 2009** - Scalable Communications, the leading independent provider of secure, best-of-breed converged solutions, has achieved Platinum Innovator accreditation from Exponential-e. The new status is indicative of the complimentary and mutually-beneficial partnership between the two organisations. Scalable, which deploy unified ICT solutions to improve their customers' competitiveness, productivity and corporate efficiencies, will use Exponential-e's Next Generation Network as a delivery mechanism for its services.

As a Mitel Premier Partner and with awards such as Mitel Partner of the Year 2006, Scalable provide enterprise customers with specialist applications and services, including VoIP and hosted telephony. As a Platinum Innovator, Scalable will now bundle its services with the unique features of Exponential-e's Next Generation Network and take the new combined proposition to market. The two organisations will offer a highly-resilient, secure and private SIP Voice solution to enterprises wanting converged telephony backed up by strict SLAs and QoS guarantees. Enterprise customers might also wish to bundle in Exponential-e's cost- competitive business-grade Internet service; collocation or offsite storage alongside a converged SIP-based voice solution.

Scalable's specialist IP Telephony service is in high demand due to innovative features which help to improve employee productivity such as real time billing, click-to-call dialling and self-initiated video conferencing as well as the opportunities the service presents for reducing costs. The partnership between the two organisations means that it is now possible for Scalable to simply and inexpensively move, add and change users and services, self manage communication networks from a single control point and reduce business continuity risks in the event of disruption at any site in the company.

**Lee Wade, Managing Director of Exponential-e comments:** "Scalable fully understands the power of our Next Generation Network and how it can be leveraged to support value-added enterprise services."

**Simon Acott, Sales Director, Exponential-e adds:** "Scalable's customers can now enjoy a host of services including SIP private hand-off as part of a converged solution backed up with intelligent QoS, flexible bandwidth and strict SLAs".

**Denny Meijer, Co-founder and CTO at Scalable Communications says:** "We are impressed with Exponential-e's VPLS network with its meshed layer 2, MPLS, switched Ethernet core. We now have the scalability; resilience; security and separation in wide area multi-site scenarios we'd normally only expect on the LAN and all delivered at a competitive price point. This makes it ideal for our best of breed technology solutions. In short we have one resilient platform from which we can do anything.

Following accreditation, Scalable Communications will be fully supported by Exponential-e's channel programme which includes sales and product training; marketing support and soon to go live - an online channel portal giving access to extranet-protected network data and geographic network presence.

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### **About Exponential-e**

Exponential-e designs and deploys bespoke network solutions, connecting company LANs regionally, nationally and internationally to create global office networks. Customer networks are created within Exponential-e's VPLS-enabled NGN (known as the Service Creation Platform or SCP) and do not touch the Internet, ensuring they are totally private.

In addition to fast, high capacity, flexible connectivity solutions, companies also access a range of enterprise services and applications which are hosted on the network. Managed and unmanaged storage, voice services, video conferencing, surveillance and colocation, plus some sector specific services are all available through a single access circuit onto the SCP.

As well as its national UK network, Exponential-e has a direct connection into New York, offering desktop-to-desktop transatlantic services. The company also has a number of strategic alliances in place, with like-minded Ethernet carriers, enabling the company to offer end-to-end Ethernet across most of the world.

Exponential-e's network solutions are fast, flexible and secure – giving customers responsive, scalable networks which reduce risks and costs while enhancing their business performance.

#### **For more information contact:**

Sabrina Mayeen

+ 44 (0) 20 7096 4100

[sabrina.mayeen@exponential-e.com](mailto:sabrina.mayeen@exponential-e.com)

### **About Scalable Communications Plc**

Scalable Communications is the leading independent provider of secure, best-of-breed converged 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 contact:**

Amy Keen

+ 44 (0) 1628 852522

[amy.keen@splc.co.uk](mailto:amy.keen@splc.co.uk)