



Westcoast Group selects Scalable to provide future-proof Communications Platform.

Scalable Communications today announced its partnership with leading wholesale distributor Westcoast, to implement Mitel IP telephony and Microsoft's OCS across its UK and Dublin sites.

2nd November 2009 - Established in 1984, Westcoast has become a leading national wholesale distributor within the UK. The Westcoast Group consists of four companies spread across England and Ireland with branches in Nottingham, Theale, Milton Keynes and Dublin.

The Group has built a product portfolio spanning the whole computing spectrum, ranging from desktop PC and notebook products through to high end server solutions, network products, printers, peripherals and related accessories and consumables.

With a focused approach to both product range and customer account management, the increasing emphasis on these two areas has enabled the company to enjoy constant growth and with it the requirement to improve their communications platform.

The Westcoast group invited two companies to review the project and to produce a full proposal with a sustainable solution with cost saving benefits. Scalable showed that they were in a unique position through their skills, experience and focus to supply Westcoast with a compliant, feature rich solution.

Westcoast required a cost effective, fully resilient telephony system with the flexibility to add, move and make changes as and when they required. The solution also needed to integrate seamlessly with existing systems and networks to deliver increased user benefits and management reporting. Above all the solution needed to be future proof, enabling Westcoast to integrate Microsoft OCS for its video conferencing, collaboration and federation features resulting in cost savings in both travel and tele-conferencing.

Peter Heath, Westcoast's IT Director said; *"We have been looking for such a solution to unify our offices with one communication network. As a strong Microsoft distributor, the*

opportunity presented by OCS was compelling and Scalable have proved themselves to be excellent partners in being able to harness the opportunities presented by Mitel and Microsoft.”

Scalable worked closely with Westcoast to design and supply a new telephony and communications solution. Scalable’s proposed solution is a network of resilient Mitel 3300 IP Communications platform (ICP) products, in a ‘clustered’ environment, linked via IP trunking and managed centrally by the Mitel Enterprise Manager application. The IP trunking option will allow sites to multi-site connection over their existing MPLS WAN.

Frank Richmond, Director – Strategic & New Business of Scalable Communications commented *“The proposed solution offers Westcoast a cost effective feature rich, scalable and resilient communications platform that not only provides for today’s requirements but offers a future proof infrastructure that will allow Westcoast to respond to planned and even unforeseen future requirements.”*

-----END-----

About Westcoast Group

Established in 1984, Westcoast has become a leading national wholesale distributor within the UK. Westcoast has built a product portfolio spanning the whole computing spectrum, ranging from desktop PC and notebook products through to high end server solutions, network products, printers, peripherals and related accessories and consumables.

Westcoast adopts a focused approach to both product range and customer account management. The increasing emphasis on these two issues has enabled the company to enjoy constant growth.

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