



## Press Release from SpliceCom

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### SpliceCom's Channel Partners Recognised

18 October 2005 - Chorleywood, UK; SpliceCom, a company specialising in IP communication systems which combine voice, video and web enabled IT applications joined with its channel partners to celebrate another year of growth and achievement earlier this month.

Held at Sopwell House, St. Albans - the former Georgian country home of Lord Mountbatten - The Event 2005 was attended by well over 100 SpliceCom partners from 40 different UK resellers. In addition to a review of success and progress over the past 12 months, the results of the SpliceCom Reseller Survey and the formation of SpliceCom Australia, highlights of the day included the channel launch of SpliceApps - a portfolio of Business Information Tools - and a first glimpse of the forthcoming Version 3.0 feature set for **maximiser**.

SpliceCom, who scooped the Comms Channel Award this year for most innovative new product with their PCS 50 for Mac OS X, held the event at a time when their sales figures were registering significantly in analyst MZA's IP PBX figures for the UK, reflecting a 16% market share. To highlight the ever-increasing number of "best of breed" application providers who are choosing to work with SpliceCom, The Event 2005 featured a SpliceCom Developers Village. Spider Systems (value added HTML/PHP/VoiceXML applications for **maximiser**), Callmedia & Rostrvm (Call Centre), Electrodata (Call Recording) and SupportSpan (INDeX Integration) all had working **maximiser** demos on show.

The morning's activities concluded with SpliceCom Chairman Frank Bretherton presenting the SpliceCom Channel Awards 2005, which included;

- Top Performing **maximiser** Reseller - TMG (Telephone Maintenance Group)
- Fast Growing **maximiser** Reseller - Southern Communications
- Best Multi-Site **maximiser** Solution - M12 Communications
- Best **maximiser** Application Development - Converged Solutions
- Best **maximiser** Technical Support - TMG
- Top **maximiser** Salesperson - David Blake of iCS

In addition John Gilborn of iCS was presented with a special "Breakthrough Partner" award for being the 1st company to exceed trade sales in excess of £100,000 with SpliceCom in a single quarter.

M12 Solutions are one of SpliceCom's fastest growing resellers and secured their award for the 19 site "Voice over IP" SpliceCom **maximiser** network for Howard Smith Paper, part of the Paperlinx UK Group. The overall solution for Howard Smith replaces BT Featurenet.

Andrew Skipsey, principle of M12 Solutions paid tribute to Allan Packer who negotiated the deal. "Allan worked hard over a period of several months to secure the business, he undertook system demonstrations hosted meetings for the branch managers and has helped IT managers through the implementation."

The SpliceCom Event Team and their channel partners then rounded off the day by losing off 35,000(!!!!) rounds in a paint-ball challenge - after which everyone retired to the bar to swap war stories and compare bruises!

## **Notes for Editors**

SpliceCom is a privately-funded company, whose management team were behind the two most successful UK voice and data convergence companies of the 1990's - SDX Business Systems and Network Alchemy. SpliceCom's **maximiser** product family combines voice, video and web enabled IT applications within a single system, providing tangible business benefits for all types of companies, irrespective of their size. Having commenced shipments in early 2003, **maximiser** was voted the "Most Innovative Product" at one of the UK's premier communications trade events, Comms Channel Expo 2004, whilst SpliceCom's PCS 50 for Mac OS X IP Softphone/Phone Partner application picked up this year's award. **maximiser** accounted for 16% of IP PBX shipments in the UK between April & June 2005 according to the latest figures from industry analysts MZA.

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