

3 ways the Novitell Fusion and the UK market are getting closer

There's good news for all UK based ITSPs. In September 2009 Siphon Networks – a system integrator based in the UK market – signed a reseller agreement with Novitell in order to bring the Novitell Fusion closer to the UK market. ITSPs in this market now have the possibility to experience the Novitell Fusion including the know-how, the support and the convenience of an experienced UK player in the field of IP technology

We sat down with Siphon Networks Director Steve Harris and asked him to name the 3 main reasons why the Novitell-Siphon partnership will benefit UK based ITSPs:

Complimentary Knowledge and Solutions

1

“First of all, Siphon Networks is a system integrator with deep knowledge in all aspects necessary for complete end-to-end hosted services architecture. This means that we have the ability to provide complimentary solutions from our best of breed portfolio and implement the Novitell Fusion onto whichever setup the ITSP has running. We have the know-how and the understanding of the key functional components and requirements for successful delivery of advanced VoIP applications and combining this with a solution like the Novitell Fusion is a recipe for success.”

Proximity

2

“Secondly you can never underestimate the value of proximity. By utilizing our knowledge of the UK IT infrastructure and by being closer to the UK customer we are able to provide training, consultancy and support fast and efficiently. The Siphon team consists of highly skilled IP, VoIP and Applications specialists who provide services like planning & design, troubleshooting and Vendor assessment & management and they are always ready to jump in the car and come by for a talk or a quick training session.”

We call pull features and functionality

3

“Finally I believe that our partnership with Novitell and our extensive customer base in both UK and the rest of Europe puts us in a unique position to pull features and functionality forward on the Novitell Fusion development roadmap. This is most visible in our focus on getting the Novitell fusion available for Blackberry handsets. Something we have pushed for extensively and which Novitell has now put on the roadmap as the highest priority handset OS.”

So there you have it. The Novitell-Siphon partnership provides the best of both companies for the benefit of the customer. If you are interested in learning more about Siphon Networks you can go to their website at www.siphonnetworks.com.