

Central Telecom win Convergence Crown for 4th Successive Year



Leading UK business communications specialists Central Telecom has retained one of the industry's most coveted awards for the fourth successive year.



Central, which employs more than 250 staff at its headquarters in Burton-on-Trent and regional offices in Guildford and the City of London, retained the title of Enterprise Converged Solution of the Year at the 6th annual Channel Network Awards held at The Hilton on Park Lane in London.

Central, a market leader in the field of convergence and IP Telephony, won the title of Enterprise Convergence Solution of the Year for the fourth year running by designing and implementing an innovative, yet highly robust IPT solution for Sunderland City Council, built in two separate data centres and providing the biggest roll out of SIP in EMEA.

The solution demonstrated Central's unique ability to create solutions, which addressed Sunderland City Council's vision to produce an exemplar community that truly reflects how ICT and emergent technologies can make a difference for the citizen, for business and for the way in which government, both local and national can be more efficient and effective in its service delivery

The Channel Network Awards, which are organised by BPL Business Ltd, publishers of Comms Dealer, Communicate and Channel Business and IT Europa, recognise best practice in client solutions and encourages channel partnerships and relationships across the whole of the IT, telephony, voice/data convergence and Internet industries.

They are the only awards that recognise real world ICT solutions as well as channel partnerships and are divided into two sections - the first are exclusively for resellers such as Central who provide solutions for their clients, ranging from SMEs to major enterprises, whilst the second are for suppliers who support their channel partners to deliver these solutions.

The judging panel in the reseller section, which was made up of independent industry experts, were looking for solutions that exceeded the customer's expectations. There was a particular focus on dedication to the customer and impact on its business, plus good practice, competitive client offerings, successful configuration, installation and on-going service.