



## Press Release from SpliceCom

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### Award Winning Reseller Grows With SpliceCom

20th June 2006 - Chorleywood, UK: M12 Solutions, a reseller partner of SpliceCom, the IP convergence company whose **maximiser** platform combines voice, video and web enabled IT applications, walked away with the highest honour at the recent Comms Channel Awards 2006.

SpliceCom partner M12 Solutions scooped the ultimate accolade at the Comms Channel Awards 2006, "Overall Reseller of the Year." M12's M.D. Andrew Skipsey collected the award in front of 600 leading channel players at The National Motor Cycle Museum and was delighted with the recognition of his company's achievements.

"M12 Solutions is not yet 3 years old and to win this most prestigious award is amazing," said Skipsey. "Whilst there has been much hard work and good fortune, much of our success is down to the key business partnerships we have in place. Apart from Azzurri, the most long-standing is with SpliceCom. We have had a lot of success with **maximiser**, it is a great system to demonstrate, it fulfils most small and medium sized customer needs and is great value. What has also helped greatly in M12's development is SpliceCom's willingness to assist us in winning new business. This was a key component of our company growth through 2004 and 2005."

"M12's success is richly deserved and illustrates just what can be achieved through strong leadership, proven sales skills and working smart," stated Graham Harris, UK Sales Manager at SpliceCom. "The professionalism of Andrew and his team and the close working relationship that has grown between our two companies has resulted in us both enjoying significant UK business growth over the past three years. It's the performance of committed channel partners like M12 that's allowed SpliceCom to take a 15% share of the UK's IP PBX market," concluded Harris.

Fareham based M12 Solutions were finalists in last year's Comms Channel Awards and won the honour for "Best Multi-Site **maximiser** Solution" in SpliceCom's own channel awards in October 2005.

### 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 the award in 2005.

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