

## **DAMOVO UK BECOMES AASTRA UK ELITE ENTERPRISE CHANNEL PARTNER**

**Horsham, UK – 3 August 2009** - Damovo UK, the enterprise ICT solutions and service provider, today announced that it has achieved the highest level of accreditation with Aastra, one of the world's leading enterprise communication providers. Damovo is now an Aastra Elite Enterprise Channel Partner and is currently the only UK partner to hold this Elite Enterprise Partner status.

Aastra recently launched its new UK Partner Programme to recognise the performance and commitment of its channel partners. Aastra acquired Ericsson's Enterprise business in 2008, and has a large technology base in the UK with its BusinessPhone and MX-ONE IP Telephony systems (IPT).

Many companies now are migrating to IP and realising the business benefits of a converged voice and data network as well as the advantages that integrated applications provide. IPT system deployments are increasing year on year in the UK, with nearly 70% of new extensions supplied being IP in the +100 extension market (*source MZA, July 2009*). Damovo's technical expertise, solution design, deployment, management and support capabilities have led to it being recognised as Aastra's only Elite partner in the UK. Damovo clients who have successfully deployed Aastra's technologies include Transport for London, Nutricia and The University of Birmingham.

Damovo is also pleased to announce the inclusion of Aastra's pure SIP IP-PBX, the Aastra 5000, into its portfolio. Aastra 5000 is an innovative software-based IP call control manager designed for medium to large size businesses. Being a native SIP platform the Aastra 5000 can take advantage of emerging features and facilities available in the IPT arena, such as Fixed Mobile Convergence and multi-media calling. It can comfortably manage from 500 to over 150,000 subscribers and up to 2,000 networked gateways. This makes it a highly scaleable and resilient platform ideally suited to today's business needs.

Paul Butcher, Managing Director of Damovo UK, said: "We are delighted to have been recognised with Elite Enterprise Partner status by Aastra. We invest considerable time and effort in working with leading vendors such as Aastra to ensure we can deliver the right solutions for our clients. Our absolute competence in technology is an essential part of our ability to deliver best of need solutions for our clients."

Michael Calvert, Managing Director of Aastra UK stated: "Aastra has partnered with Damovo due to its strong history and technical prowess in the deployment of new and emerging technologies, Damovo has shown that it is capable of taking new Aastra products, such as the Aastra 5000, to market in an efficient and timely manner and is highly praised by end clients. This is why we are pleased to acknowledge Damovo through award of our highest level of partner accreditation."

-ENDS-

### **About Damovo UK ([www.damovo.co.uk](http://www.damovo.co.uk))**

From consultancy through to design, implementation, and lifecycle management, Damovo delivers the latest Information Communication Technology (ICT) solutions to meet the needs of today's enterprise. The company is at the forefront of delivering IP-based local and wide area networks, fixed and mobile unified communications and

advanced multimedia applications, to improve the way organisations work by connecting them with their people, information and customers.

Damovo has more than 30 years experience delivering ICT solutions and services to customers in both the public and private sector. It has long-standing relationships and the highest levels of accreditation with the leading vendors in the market, including Microsoft, Cisco Systems, Aastra and Mitel. Damovo also is an approved supplier under the Buying Solutions National Procurement framework and an accredited PASA supplier for NHS procurement. This heritage enables Damovo to provide its clients with the best communications consultancy, technology and services to meet their individual requirements.

As part of the Damovo Group Limited, which has operations in ten countries, Damovo UK has more than 600 clients spanning 5,000 sites. Clients include Mersey Care NHS Trust, Bournemouth University, Manchester United, London Borough of Hackney, Transport for London, Nutricia, Bank of England and Imperial College Healthcare NHS Trust, North Ayrshire Council and University of St Andrews.

### **About Aastra**

Aastra UK is the UK business unit of Aastra Technologies Limited, a leading company at the forefront of the enterprise communication market. Headquartered in Concord, Ontario, Canada, Aastra develops and delivers innovative communications products and applications for businesses. Aastra's operations are truly global with more than 50 million installed lines around the world and a direct and indirect presence in more than 100 countries. Aastra is entirely dedicated to enterprise communications and offers one of the most complete portfolios of unified communications solutions individually tailored to satisfy its customers' requirements. These range from feature-rich call managers for small and medium businesses and highly scalable ones for large enterprises, integrated mobility, call centres solutions to a wide selection of terminals. With a strong focus on open standards, Aastra enables enterprises to communicate and collaborate more efficiently. For additional information on Aastra, visit our website at <http://www.aastra.com>

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