



PRESS RELEASE

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Alternative Networks is ‘Apple’ of Exponential-e’s eye...

Channel at fast-growing business technology enabler and Ethernet Carrier, Exponential-e, has recognised the achievements of one of its customers by presenting it with the gadget of the moment – an Apple iPad2.

Leading independent communications integrator, Alternative Networks plc, was the lucky recipient of the iPad at a special presentation ceremony put on by channel bosses at Exponential-e.

IT Solutions Director Justin Collins was on hand to receive the tablet on behalf of Alternative Networks, which has been recognised for an outstanding sales performance during a recent incentive period.

Head of Indirect at Exponential-e, David Joplin, said: “We have forged a very successful relationship with Alternative Networks, and are very pleased to present the company with this prize, and that they continue to choose us as a key carrier partner.”

Caption: Tablet winner...(from left) David Joplin, Head of Indirect at Exponential-e, Justin Collins, IT Solutions Director at Alternative Networks plc, and Laura Campbell, SI/VAR Sales Manager at Exponential-e.

About Exponential-e

Since our formation in 2002, we have adopted the policies and the leading edge engineering technologies that offer our channel partners the network, support and expertise they need to future-proof their customers' single-site or multi-site capabilities. This allows our partners to lock their customers in whilst locking-out their own competitors through the convergence of their own specialist solutions, and those of their trusted partners.

Channel is the biggest single source of revenue to Exponential-e, and with good reason. We pride ourselves on the flexibility we offer our partners and the multiple ways in which we can work with them. With Prince 2 Practitioners, our ISO: 9001 & ISO 27001 accreditations and D&B Rating 1 status, our partners know that they are in safe hands when working with us. Being industry-leaders in Ethernet in the WAN (VPLS), owning an ever-expanding fibre-based network footprint, and having a 4 star IPv6 readiness rating from RIPE, it is no surprise that in our latest channel partner satisfaction survey, 86 per cent of our partners reported increased revenues since joining us, while 87 per cent stated that they can now offer a more competitive service to their customers.

VPLS is now the cornerstone of our Smart Wires approach to cloud computing – both private and public cloud applications where we can offer the important end-to-end SLAs to support the reliable delivery of cloud-based applications & services. Our VPLS experience is peerless and invaluable when it comes to meeting the design objectives for the most complex networks.