

COMMSBUSINESS AWARDS 2022



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COMMSBUSINESS AWARDS 2022



Time to Celebrate!

It never ceases to amaze and impress me the quantity and quality of the work submitted for award entries on behalf of companies in the Channel.

Both increase year on year and this really demonstrates the skills, expertise, ambition, and entrepreneurship that exists here in the room tonight, and just how important the telecoms sector is to the future growth of the UK economy.

Indeed, in uncertain times as we are now, isn't it refreshing to think that the work that you do is helping the country? You allow people to connect, make companies more efficient, save companies money and to offer employment as the sector grows.

So, let's celebrate tonight together your work as an industry. Party the night away in the knowledge that ALL of you and your work have made and continue to make a difference!

Some of you will also be successful and win an award or a commendation for your work, but everyone here should be proud of their achievements.

Good luck to everyone and a special thank you to all our sponsors!

Mat Swift
Publisher

COMMSBUSINESS AWARDS 2022

The Judges



Dr Lucy Green, managing director, Larato

Dr Lucy Green has a proven expertise for finding and developing hidden potential. This isn't always easy to spot, especially when juggling the many demands of today's tough marketplaces, but Lucy has a talent for unlocking a company's hidden potential. Over the past two years has delivered business transformations worth over £300 million. Outside of Larato Lucy is an industry speaker and an advocate of women in science and technology.



Itret Latif, CEO, FCS

Itret Latif was appointed CEO of the Federation of Communications Services (FCS) at the beginning 2019. He has held several leading non-executive positions in telecoms and energy and has provided evidence to both House of Commons and House of Lords select committees on these areas. In his evidence to the House of Lords in 2012 he was the first to identify broadband as an essential service and a utility.



Chris Pateman, consultant

Chris Pateman is a trade association professional with a passion for serving the business to business community. His zeal for business telecoms matured during five years as chief executive of The Federation of Communication Services, where he modernised and streamlined the organisation. He also championed the channel to Ofcom, PhonepayPlus, DCMS and DG Connect, and lobbied for the de-coupling of Openreach from BT.



David Terrar, director and deputy chair, Cloud Industry Forum

David is a strategist, keynote speaker and influencer on cloud computing, digital transformation, social collaboration and ERP software. He is a director and deputy chair of the Cloud Industry Forum and is founder & CXO of digital strategy consultancy Agile Elephant. He is a specialist in sales, marketing and operations in the technology sector.



Adam Zoldan, director, Knight Corporate Finance

Adam Zoldan has over 25 year's experience in the telecoms and technology sector. He is founder and director of Knight Corporate Finance, a specialist boutique which helps entrepreneurs realise their ambitions through advising on strategy, funding, acquisitions and exit. Founded in 2008, Knight Corporate Finance has successfully delivered over 120 transactions across the ICT sector.

COMMSBUSINESS AWARDS 2022

Order of Awards

- SMB ICT SOLUTION
- MID-MARKET ICT SOLUTION
- ENTERPRISE ICT SOLUTION
- WHITE LABEL SOLUTION
- RESELLER OF THE YEAR - SMB
- RESELLER OF THE YEAR - MID MARKET
- RESELLER OF THE YEAR - ENTERPRISE
- MSP OF THE YEAR
- CONTACT CENTRE VENDOR
- UC VENDOR
- BILLING PLATFORM VENDOR
- CYBERSECURITY VENDOR
- HARDWARE VENDOR
- DISTRIBUTOR OF THE YEAR - SMB
- DISTRIBUTOR OF THE YEAR- MID TO ENTERPRISE
- BEST FIBRE CONNECTIVITY PROVIDER
- BEST WIRELESS CONNECTIVITY PROVIDER
- DIVERSITY IN THE WORKPLACE
- THE WORKPLACE AWARD
- SERVICES TO THE CHANNEL - HALL OF FAME

COMMS BUSINESS
AWARDS
2022

Main Sponsor address

CityFibre



Andrew Wilson
Cityfibre

We are honoured to be the headline sponsors of the prestigious 2022 Comms Business Awards which recognise and celebrate the impressive talent and success from all areas of our industry. We would like to wish all of the finalists good luck.

CityFibre is the UK's third digital infrastructure platform. Our £4billion investment programme will deliver Full Fibre, gigabit capable connectivity to approximately thirty percent of the UK across 285 towns and cities by 2025, bringing a world class digital infrastructure to the UK. But we couldn't achieve our goals without the support of our wholesale channel partners, who we work closely with to deliver our joint Full Fibre vision across each of our Gigabit Cities, connecting whole communities in order to drive investment and economic growth.

We look forward to celebrating with you all!

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As working practices continue to evolve, so does the demand for a future-proof connectivity service that's up to the job. That's why now is the perfect time to guide your customers onto the power of a gigabit speed Full Fibre connection.

We're rapidly building a world-class infrastructure and we're here to support you along the way, making sure you're equipped with everything you need to migrate existing customers to Full Fibre and win new business too.

Choose us for your Full Fibre journey
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AWARDS
2022

SMB ICT Solution

Circle Cloud Communications

Global 4 Communications

Lily Comms

Start Communications

Voip Unlimited

pragma

Pragma is a channel-only service provider helping technology resellers drive growth and opportunity with SME and mid-market customers. Pragma is totally focused on providing partners with great UCaaS and telephony technology propositions and supporting them to win in the market. Ericsson-LG Enterprise technology offers both cloud and IP-PBX platforms that help partners tailor solutions for all types of users and businesses.

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Supporting your growth every step of the way

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Pragma is a channel-only service provider delivering Unified Communications as a Service technology based on the Ericsson-LG iPECS platform.

The whole Pragma team have a singular focus on supporting resellers and helping them drive growth. With dedicated sales, technical and marketing teams, we believe in taking a proactive and supportive role in helping resellers develop their business.

Through our partnership with Ericsson-LG, we can deliver the research and development capability of two of the largest and most innovative organisations in the world. This combined with the local market understanding and agility of the Pragma team means our proposition sits at the heart of some of the most successful technology providers in the UK.

Know you have a collaborative and trusted partner on your side when you work with Pragma.



www.wearepragma.co.uk

pragma

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Mid-Market ICT Solution

Fuse 2 Communications

Pure Cloud Solutions



With NICE, it's never been easier for organizations of all sizes around the globe to create extraordinary customer experiences while meeting key business metrics. Featuring the world's #1 cloud native customer experience platform, CXone, NICE is a worldwide leader in AI-powered self-service and agent-assisted CX software for the contact center – and beyond. Over 25,000 organizations in more than 150 countries, including over 85 of the Fortune 100 companies, partner with NICE to transform—and elevate—every customer interaction.

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Speak your
customer's language.

3 critical
steps to
digital
fluency



Does your system drive seamless omnichannel experiences customers expect? These digital fluent customers have high expectations and are the least loyal of all groups. They move on quickly unless you do these three things:

one

Get personal.

Customers expect you to know them after one interaction—or at least know where they are in their journeys. If they have to repeat themselves, you lose their trust.

two

Go faster.

Not getting fast, convenient service is a top reason next-gen customers go to a competitor. Your speedy, efficient service sets you apart from your competition.

three

Be seamless.

Every customer interaction, whether it's through the IVR, chatbot online, social channel, or app, better be smooth all the time. You don't always get a second chance to prove yourself.

Great CX is the key to retaining digital-fluent customers who leave the moment their expectations aren't met.

Get NICE CXone: the next-gen cloud platform that's proven, reliable, and scalable.

Ready to deliver
exceptional digital and
voice experiences?

Watch the CXone demo.

NICE · CXone

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2022

Enterprise ICT Solution

Focus Group

Pure Cloud Solutions

Silver Lining Convergence



Lease Group is an innovative equipment and technology finance company based in Hove, UK. We empower over 850 ICT Suppliers, Distributors and Manufacturers to sell their products and services via a fast, branded and flexible leasing solution. In addition to first-class support, our market-leading, white-labelled Partner Portal makes ICT equipment finance run like clockwork, serving the channel with instant credit decisions, real-time order tracking and same-day invoice payment.

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and software like clockwork.

Learn More



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White Label Solution

AudPro

Fuse 2 Communications

NTA

Pangea Connected

TelcoSwitch

its.

Winners of the 2021 Comms Business 'Best Fibre Connectivity Provider', ITS is proud to sponsor this year's 'White Label Solution' category, recognising innovative uses of white labelling for the channel. Good luck to the finalists!

Partner relationships are at the heart of ITS; we make it easy for you to add connectivity solutions to your portfolio, from 100Mbps to 10Gbps, with a rapidly expanding Faster Britain gigafast network across the UK. Our portal, or easily integrated API, provides immediate service options for any postcode in the country.

ITS not only offers highly competitive products to our growing community of 350+ partners, but commercially flexible pricing, super-fast install, technical design and specialist support come as standard.

ITS Technology Group Ltd. 6600 Cinnabar Court, Daresbury Park, Warrington, WA4 4GE

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its. Gigabit capable networks
where you need them. Fast.

COMMSBUSINESS
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2022

ITS is proud to sponsor the 'White Label Solution' category in the Comms Business Awards 2022, recognising innovative uses of white labelling for the channel. Good luck to the finalists!

All we do is business. Seriously fast, scalable connectivity, backed by top class support.

Trusted by c350 channel partners, grow your business with ITS:



Market Success

We provide you with a highly competitive product range (up to 20Gbps), commercially flexible pricing, advice on target business clusters and expert account management.



Open access

You'll have open access to our industry-leading portal for quotes, orders, support and a comprehensive library of sales and marketing collateral - with API solution as standard for Layer 2 partners.



Network

We can connect any business in the UK through a blend of our own Faster Britain networks, set to pass 500,000 premises by the end of 2022, and our trusted operator relationships.

Be part of it #FasterBritain

powered by...
Faster Britain its.



Visit www.itstechnologygroup.com/become-partner or scan the QR code to be part of it.



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2022

Reseller of the year SMB

Cloud, Voice & Data
Citytalk Group Limited
Dunedin IT
Start Communications
The Halo Tech Group

CityFibre

CityFibre is the UK's third digital infrastructure platform delivering future proof, gigabit capable, full fibre connectivity to businesses and organisations in almost 30 towns and cities throughout the UK via our network of wholesale partners.

But for us, it's about much more than just delivering critical full fibre infrastructure. We work closely with our City Champions and Original Launch Partners to deliver our joint full fibre vision across each of our gigabit cities, connecting whole communities to drive investment and economic growth across their areas.

Our wholesale partners are integral to our business and we work together closely to deliver targeted marketing campaigns, identify new exciting market opportunities and deliver full fibre solutions. No matter where you sit in the wholesale channel ecosystem, we can support you and further your growth.

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Make the switch to a better platform

As working practices continue to evolve, so does the demand for a future-proof connectivity service that's up to the job. That's why now is the perfect time to guide your customers onto the power of a gigabit speed Full Fibre connection.

We're rapidly building a world-class infrastructure and we're here to support you along the way, making sure you're equipped with everything you need to migrate existing customers to Full Fibre and win new business too.

Choose us for your Full Fibre journey
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2022

Reseller of the year Mid Market

bOnline

Logixal

Prestige Telecom Group

Rydal Group

Smart IT



Good luck to all that have taken the time to submit entries for the awards. It takes a lot of hard work, but if you're not in it, you can't win it.

Voiceflex is 100% channel-focused, without the support of the channel, we wouldn't have the business we have now. Our product sets have changed over the years to adapt to the needs and requirements of our partners in this fantastic industry we have the pleasure to be part of.

Warwick House, 9 Warwick Street, London, W1B 5LY

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Celebrating success at the
Comms Business Awards 2022

Congratulations to all finalists!

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voiceflex.com



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2022

Reseller of the year Enterprise

Aerial Direct

Barclay Communications

Focus Group

Global 4 Communications

Stone Group



Vonage, a global cloud communications leader, helps businesses accelerate their digital transformation. Vonage's Communications Services Platform is fully programmable and allows for the integration of Video, Voice, Chat, Messaging and Verification into existing products, workflows and systems. Vonage's fully programmable unified communications and contact centre applications are built from the Vonage platform and enable companies to transform how they communicate and operate from the office or anywhere, providing enormous flexibility and ensuring business continuity.

Vonage Holdings Corp. is headquartered in New Jersey, with offices throughout the United States, Europe, Israel, Australia and Asia

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2022

MSP of the Year Award

ADEPT Technology Group

Focus Group

Global 4 Communications

ITHQ

Redsquid



Gamma is a leading provider of Unified Communications as a Service (UCaaS) into the UK, Dutch, Spanish and German business markets, supplying communication solutions via our extensive network of trusted channel partners. With a range of UCaaS, Mobile and Connectivity services, Gamma provides robust and secure solutions that enable organisations to communicate, collaborate and offer a better customer experience. The combination of network investment, a digital-first approach and in-house development skills has enabled Gamma to develop a comprehensive portfolio of communications services with a significant amount of intellectual property, which has given us a heritage of disrupting the market with innovative and market-leading cloud-based services such as SIP Trunking and Hosted PBX in the UK.

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Gamma is proud to sponsor the
MSP of the Year category
at the
2022 Comms Business Awards.

Best of luck to all the finalists.



Working smarter, together.

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AWARDS
2022

Contact Centre Vendor

8x8

Brightcloud Group

Cirrus

Content Guru

Gamma

Wildix



Business Communications from NFON, with Cloudya, enable a user to connect from anywhere, by phone, video or conferencing. Additional, intelligent integrations that improve productivity, collaboration and user and customer experience include integrations with Microsoft Teams, call recording & monitoring, SIP and Contact Center Hub, a feature-rich and fully scalable omni-channel cloud customer contact solution.

NFON, One York Rd, Uxbridge, UB8 1RN

T: 020 3740 6740 www.nfon.com

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Looking for a
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with a business communication vendor?

SAY HI TO NFON



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AWARDS
2022

UC Vendor

8x8

AVC One

TelcoSwitch

Wildix

Xelion UK



Businesses and Managed Service Providers use Virsaе's Service Management platform (VSM) to keep their unified communications and contact center environments performing at their best. Combining big data, machine learning, AI-powered diagnostics, and automation, VSM empowers partners and customers with unrivaled interaction insight to optimize customer and employee experience, resolve technology issues faster, manage costs, and reinforce security and compliance. With thousands of customer sites around the globe, and billions of interactions powering Virsaе insights, VSM's data-to-action model brings new clarity to service management for enterprise communications, contact center and Work From Home (WFH) hybrid environments.

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everywhere your
people work.



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Congratulations to all the finalists!

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2022

Billing Platform Vendor

Inform Billing

PRD Technologies

Symbiant Technologies

Tekton Billing

Union Street Technologies



As the leading CRM provider for telecoms & IT companies in the UK, Layer Systems supports digital transformation journeys with a blend of industry-specific software and professional services, delivering a unique proposition to the channel.

Whether you're looking to grow your business, consolidate disparate systems or implement process automation, The Layer will simplify the process through six business-critical modules:

- Prospect Management
- Sales Management
- Customer Experience Management
- Stock & Order Processing
- Finance & Reporting
- Marketing Management

We also offer the flexibility to work with other third-party software applications and providers using our integration partners, API, and more to extend The Layer where required.

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MARKETING

ORDERING

FINANCE

Good
Luck!

Layer Systems is proud to sponsor this category and would like to wish all entrants the very best of luck!

COMMSBUSINESS
AWARDS
2022

Cybersecurity Vendor

WithSecure
IPification

CHANNELLIVE

Channel Live is the UK's largest IT Channel exhibition and conference and is the must attend event for resellers, MSPs and Channel partners looking to connect face-to-face with leading vendors, distributors, and service providers.

This year Channel Live featured a brand-new look, its largest ever conference, and a host of new companies exhibiting at the show for the first time. Over 1700 attendees met for two days of networking and best practice knowledge sharing.

Whether you're looking to expand your portfolio and integrate new technologies, or seeking new partners and business opportunities, Channel Live is the destination for you.

Hall 10, The NEC, North Avenue, Birmingham, B40 1NT

www.channel-live.co.uk [@Channel_Live_](https://twitter.com/Channel_Live_)

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29-30 March 2023 • NEC Birmingham

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Hardware Vendor

CertaUPS

EPOS AUDIO UK

Jabra

NTA

Vertiv

Mark Allen FOUNDATION



A brighter, fairer future for all

Mark Allen Foundation partners with YoungMinds to support their amazing work improving quality of life for young people in the UK.

YoungMinds is a leading UK-based charity campaigning for children and young people's mental health. Turning real-life experiences into positive change, it is leading the fight for a future where all young minds are supported through life, whatever the challenges.

The Foundation was established by Mark Allen Group to enable its employees to coordinate and amplify their fundraising efforts, as well as to raise significant funds for charity through its portfolio of client events



To make a donation, please visit:
<https://thyg.uk/CQU003238> or scan the QR code.

We would like to extend our heartfelt thanks to everyone who has kindly joined us in supporting this vital charity.

YOUNGMINDS
fighting for young people's mental health

www.markallengroup.com/foundation

COMMSBUSINESS
AWARDS
2022

Distributor of the year SMB

Eclipse Wholesale

Giacom

NTA

ProVu Communications

Viegli UK

EPOS

EPOS is proud to sponsor this year's 'Distributor of The Year – SMB' category, recognising the success of the finalists in a transformational and fast-moving industry that has faced its fair share of global challenges. Established upon the former successful joint venture between audio specialist Sennheiser and the world-leading hearing technology group Demant, EPOS designs, manufactures and sells pioneering high-end audio and video solutions for businesses and professionals around the world. As pioneers within audio solutions, we have defined a variety of objectives that we hold close to our core – such as authentic reliability and high-level professionalism. EPOS offers uncompromised audio and video connectivity that enable business professionals to better communicate and collaborate – anytime, anywhere and on any device.

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THE POWER OF AUDIO

Good luck to all finalists.

Sponsor of the Comms Business Award 'Distributor of The Year – SMB'.

EPOS

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Distributor of the year Mid to Enterprise

Digital Wholesale Solutions

Gamma

Pax8

8x8

8x8 is a leading cloud provider of voice, video, collaboration and contact centre solutions for over one million users worldwide. Its technology, 8x8 X Series, helps businesses transform their customer and employee experience with one system of engagement across voice, video, collaboration and contact centre solutions, and one system of intelligence on a single cloud-based technology platform. By bringing the collective intelligence of the organisation to the hands of every employee, 8x8 enables business to not only meet, but exceed rapidly advancing customer expectations.

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Drive **tangible** outcomes in multiple areas of your organisation

Business telephony, omni-channel contact centre, powerful employee collaboration tools, all on one cloud-based platform.

The 8x8 approach in practice

Every conversation with a customer is a unique part of their overall story with an organisation – bringing a new plot twist on the way to resolution. Harnessing these insights can be transformative, if the organisation takes full advantage of the possibilities.

8x8's market-leading eXperience Communications as a Service (XCaaS) platform can securely aggregate, analyse, transform and present data across operations in new and powerful ways. It can automate a range of specific reports, metrics and analytics, enabling immediate execution, underpinning strategic planning to automate workflows and processes.

To find out more, talk to one of our team on
0333 043 8888 or visit www.8x8.com

8x8

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Best Fibre Connectivity Provider

CityFibre

Full Fibre

Glide Group

Neos Networks

TalkTalk Wholesale Services

Virgin Media Business Wholesale

comms
365

As an innovative, agile and responsive Network Services Company, Comms365 works with its partners to solve simple or complex Internet connectivity challenges.

By providing skills, experience and exceptional support, Comms365 enables partners and resellers to build enhanced solutions, delivering real business benefits to global customers, including:

- Eliminating downtime with seamless Failover
 - Overcoming issues arising from delayed installations using instant pre-Ethernet 4G and 5G
 - Providing resilience and boosting connectivity performance through advanced Bonding and QoS
 - Building and managing secure multi-site networks with SDN and MPLS
 - Delivering actionable IoT data via LoRaWAN/ NB-IoT/ LTE-M/ M2M
- Partners can offer services from across the portfolio, both as resale and wholesale and as Managed Services.

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SD-WAN



ISP
Services



IoT



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Contingency Networks

Jola

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Spitfire



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At PRD Technologies Ltd our expert technological team solve billing and data processing challenges for telecoms, cloud solution providers and other sectors.

Intelligent Billing is an award-winning feature-rich billing solution, which enables us to innovate in ways that help businesses work more efficiently for today and tomorrow.

Our ongoing objective is to ensure we continually empower our customers to rapidly adapt in an ever-changing, complex and volatile landscape, taking advantage of new market opportunities as soon as they arise.

PRD Technologies Ltd. The Square, Basing View, Basingstoke, Hampshire, RG21 4EB

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Other Sectors

Process subscription and consumption billing faster than the speed of light



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Diversity in the workplace

CityFibre

Ice Comms

Jola

Redsquid

TalkTalk Wholesale Services



At Vodafone UK, we pride ourselves on the trusted partnerships we have with our Fixed and Mobile Partners in the Indirect Channel. We understand the joint value in treating our partners as exactly that - partners. Supporting each other to equally win, working collaboratively whilst providing the best capabilities, value and experience for partners and their end customers. All backed by our award-winning network, one of the largest Global Networks with extensive UK coverage and continuous investment in improving our service, network scalability and brand strength. We believe that we are better together, for all manner of Data, Internet, Voice solutions.

T: 0808 060 0802 www.vodafone.co.uk/business/vodafone-partners
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reaching net zero by 2040

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As of 1 July 2021, 100% of the grid electricity that we use in the UK is certified to be from renewable sources.

Together we can
 **vodafone**

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The Workplace Award

CityFibre

Digital Wholesale Solutions

Intercity Technology

Silver Cloud

TalkTalk Wholesale Services

The One Point



SCG is delighted to sponsor The Workplace Award, highlighting the vital importance of the environments that we call our workplace. The new era of hybrid working has shown that the more we are connected; the more we can achieve together. Our own workplace has evolved into a more inclusive, diverse and as a result, a more engaged community of people than ever before. The Workplace Award celebrates putting people first in business, and this is first amongst the values that all of us at SCG are committed to: People, Passion, Integrity and Empowerment.

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more than the sum of its parts

2 Circles, Hello Telecom and NSN have come together as SCG to create a Partner Proposition that gives you so much More.

SCG is committed to bringing the best Cloud, Mobile and Connectivity solutions to the Channel, as we are only successful if you are. Our offering includes:

- Fully Cloud-enabled Partner Programme
- Guaranteed Exit value – build an asset
- All mobile networks offered
- Full spectrum of connectivity services
- Fast growth support packages
- Free product training
- Full end-to-end Wholesale Solutions

Future-proof your revenues in the Cloud by calling 0800 4700 007 today or visit www.scgtogether.com



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Services to the Channel hall of fame

Alex Tempest, managing director, BT Wholesale

Itret Latif, CEO, FCS

James Emm, director of strategic partnerships, Oak Innovation



NTA is a Hosted Telephony provider with a difference! We offer our partners the ability to become a Hosted Virtual Network Operator (HVNO) and their own Service Provider. We are delighted to sponsor the Services to the Channel - Hall of Fame Award at the Comms Business Awards, as we understand the importance of recognising and uplifting dedicated individuals in the industry. We commend our finalists for their contributions and dedication to the channel, and wish them all the success in 2023. A big congratulations from NTA to all the winners of the Comms Business Awards 2022!

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GAME OVER



Better luck next time!

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COMMSBUSINESS AWARDS 2023

Thursday 20th July 2023
at the **Royal Lancaster** in London

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