



**PRESS RELEASE**

**IPITOMI ACHIEVES CISCO POWERED DESIGNATION FOR MANAGED  
BUSINESS COMMUNICATIONS**

*ACCREDITATION IS QUALITY ASSURANCE STAMP FOR TELECOMS SERVICES*

**UK, 6 July 2009** – ICT solutions provider, Ipitomi, and sister company to Pasporte, announced today that it has achieved a Cisco Powered designation for Managed Business Communications by establishing the resources and procedures to deploy, manage and support Cisco Powered Managed Business Communication services.

Steve Bedford, Technical Director at Ipitomi, said; “We are delighted to have achieved this accreditation for our managed telecoms portfolio. It’s a quality assurance stamp that demonstrates to customers, and employees, our technical expertise and service excellence. Coupled with Cisco’s stringent auditing processes, and associated commercial benefits, businesses can take advantage of extremely competitive services and solutions that are quality guaranteed.”

A [Cisco powered](#) designation recognises a solution provider’s investment in the tools and processes necessary to provide high-quality network-based [managed services](#). It not only acknowledges that the [managed service provider](#) has invested in industry-leading Cisco solutions, but also entitles the solutions provider to take advantage of Cisco resources to envision, build, market and sell its managed services, contributing to market acceptance and adoption.

“Managed services allow companies to align IT and business goals, enabling them to focus scarce internal resources on their core competencies while servicing day-to-day IT infrastructure and operational needs through technology delivered as a service,” said Jeff Spagnola, vice president of worldwide managed services for Cisco. “By achieving a Cisco Powered designation, Ipitomi has made an investment in obtaining the training, skills and knowledge necessary to play a pivotal role in meeting this increasing demand.”

In addition, Ipitomi’s participation in the [Cisco Managed Services Channel Program](#) indicates that its Cisco Powered Managed Business Communication services have undergone a rigorous third-party assessment and have met requirements based on the Information Technology Infrastructure Library® (ITIL) framework of best practices and market and industry requirements.

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**About Ipitomi, [www.ipitomi.com](http://www.ipitomi.com)**

Ipitomi provides technology and telecoms services and solutions to businesses ranging from SMEs to large multinationals, as well as specialist solutions for business centres and business parks including the companies based within them.

[Ipitomi](#) is part of a group of companies that include sister companies [Pasporte](#), [EVD](#) and [Telinet](#). Backed by banking group Investec, the group is emerging as one of the fastest growing and leading providers of integrated ICT for the UK, SME marketplace.

The group forecasts a turnover in excess of £50 million and collectively, has more than 40 years' experience in servicing 2500 customers across all industry sectors. With further acquisitions planned and continued natural growth, the group has plans to hit the £100m turnover barrier as soon as possible.

Together, group companies provide end-to-end solutions that incorporate IT, voice, data and telecoms, using best of breed products and services from IBM, Microsoft, Cisco, Orange Business Services, VMWare, Mitel and Avaya. Group companies operate from principal offices in London and throughout the South East.

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