

## **PRESS RELEASE**

### **Matrix ViNO Offers Resellers New IPVPN Alternatives Through IZR Partnership**

*Unique Solution Extends the Benefits of BT's IP Clear Product to Enable Secure Hosting and Disaster Recovery Strategies*

**26 October 2007, Rainford, UK:** The ViNO division of Matrix Communications today announced an extension to the strategic partnership with leading business ISP, IZR Solutions, that will offer its reseller base unprecedented additional benefits around its multi carrier IPVPN products. Delivered as part of its 'Managed Bandwidth' service on behalf of, or in collaboration with, reseller partners – this announcement extends ViNO's commitment to supporting higher deal value and margins for resellers targeting the WAN connectivity, hosting and disaster recovery requirements of UK enterprise customers.

"Over the past 12 months we have seen a shift in customers' requirements to include off-site hosting of servers, internet access and IP Trunks in a resilient secure facility as part of disaster recovery strategies," said Dave Everest, Sales Director at the ViNO division of Matrix Communications. "It increasingly makes financial and technical sense to take advantage of the direct Internet access that these hosting centres enjoy, although not all carriers offer this service; the most obvious example being the market leading IPVPN product – BT's IP Clear. We have utilised the dedicated connection into IP Clear coupled with IZR's own carrier interconnects, co-location and Internet connectivity to provide this unique service cost-effectively."

The strategic partnership between ViNO and IZR paves the way for resellers to continue delivering the benefits of a managed bandwidth solution, without having to consider alternative providers in order to meet advanced hosting/DR requirements. This avoids tremendous cost and disruption, further providing end-customers with the widest possible choice of options, enabling them to keep their existing infrastructure and add the functionality from services provided by trusted partners via Matrix ViNO.

"Resellers can find it challenging to provide the facilities and technical skills that today's carrier services require, particularly as customer demands become ever more complex," said Stephen Fletcher, Managing Director at IZR Solutions. "Our partnership with Matrix ViNO provides a huge opportunity for the reseller channel to meet those needs and derive lucrative margins and recurring revenues."

**Ends**

### **About the ViNO Division of Matrix Communications**

Matrix Communications is a wholly owned subsidiary of Calyx Group; Ireland & the UK's leading ICT Company. The ViNO (Virtual Indirect Network Operator) indirect division of Matrix Communications is an independent provider of value added voice, data and Internet products from the leading telecommunications carriers in the UK. Headquartered at Rainford in Merseyside, with a 24/7 Network Operations Centre (NOC) based near London, the ViNO division provides channel partners with a platform for higher revenues, wider margins, reoccurring revenue dividends and a more valuable relationship with their end customers.

Recognised as a strategic partner to many of the leading VARs and systems integrators in the industry, the ViNO division provides these organisations with valuable carrier relationships and product skills wholly complementary to those owned in-house.

### **About Calyx Group**

Calyx is the largest single-source provider of information and communication technology (ICT) network solutions throughout Ireland and the UK and includes the largest technical training operation in Ireland, the most respected security company and one of the most successful system integration companies in the business. Calyx is headquartered in Dublin and has offices in Cork, Limerick, Dun Laoghaire, Belfast, Swindon, Widnes, Leicestershire and London.

### **About IZR Solutions**

IZR provides communication solutions to businesses, enabling them to embrace the convergence of voice and data.

Working with businesses as a technology partner, IZR utilises extensive industry knowledge and experience to develop and deliver a converged communications path specific to each customer's needs. This approach ensures that convergence provides benefits in the short, medium and long term.

IZR is a wholly owned subsidiary of the OneBill Group, a leading provider of voice, data and converged solutions with over 45,000 clients. IZR itself has provided secure data connectivity such as MPLS networking for over 6 years and is therefore in the rare position of having a huge amount of experience in both voice and data services.

The IZR portfolio includes IP Telephony, Wide Area Networking, Professional Services, Voice & Internet Services.

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