

TFM Networks and eSOURCE form Coalition to Deliver End-to-End IT Network Service at Lower Cost

Network operator and IT service provider partner to meet business challenges and reduce management overheads

24 June 2009 – TFM Networks and eSOURCE have joined forces to provide customers with a complete end-to-end service solution while enabling the companies to meet business challenges and approach new sectors.

The coalition will maximise the reduced management overheads resulting in a cost effective business model that allows TFM Networks and eSOURCE to offer a competitive pricing structure to customers.

The alliance has proven popular with customers whose budgets and staff are stretched in the current economic climate. This has already enabled the coalition to break into new markets, realise new sales opportunities and bid for larger contracts.

Andy Needham, sales director at eSOURCE said: “Working in coalition adds real value to our joint customers enabling them to improve customer satisfaction whilst reducing cost. Having a complete solution has proven very popular, making customers life easier knowing that they have just one contact to deal with for all their needs”

Brett Rowe, sales and marketing director at TFM Networks said: “The coalition strengthens business propositions for both TFM Networks and eSOURCE. With our combined expertise we will have the ability to go into new market sectors and tender for bigger contracts with improved geographic reach. Significant take up early in the relationship has vindicated the decision to get closer together.”

The alliance will also provide customers with the additional benefit of having a single point of contact, rather than multiple contacts, contracts and service

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level agreements from separate vendors, further improving productivity and reducing costs.

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About TFM Networks

TFM Networks is a Virtual Network Operator that has built an impressive client list of blue chip customers including Co-Op, H&M, Travel Lodge and Burger King by putting profitability at the core of our customer proposition.

TFM Networks is committed to making the customers' network profitable, and to ensuring customers derive maximum business benefit from the network - in other words, making the IP network economical, with continuous cost reduction and innovative new services.

As the first network operator to install Quality of Service-enabled networks, TFM networks runs multiple mission-critical applications over a single broadband connection, combining price with quality.

www.tfmnetworks.com / 0845 434 8439

About eSOURCE

eSOURCE is an experienced international provider of Connectivity and IT Services for voice, data, wireless and desktop solutions. For over a decade our team have been delivering high quality, business focused solutions to the Public and Private sectors. With our portfolio of Connect, Support & Protect Solutions

eSOURCE are justifiably proud that many house hold names are customers that rely on us, from High Street Banks to Hi Tec and Service Providers

eSOURCE outstanding customer support is provided by highly experienced engineers nationwide, who are always willing to go the extra mile to get the job done right first time every time, this is why we are proud to brand ourselves as "Big enough to count and Small enough to care"

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