

# Mayflower ‘**Excells**’ into 2009!

February 2009 sees the launch of a new partnership between Mayflower and the Excell Group of companies, a partnership which will significantly increase our value proposition in voice services and beyond.

More so than ever in this current economic climate, the convergence of voice, data and mobility is now firmly on the commercial agenda. Our aim is to deliver these services through key strategic alliances, to drive innovative solutions and a quicker return on investment for you.



Mike Allison and Darren Strowger

## Customer benefits

Mayflower's experience, coupled with Excell's product portfolio and its partnerships with major vendors, will provide you with leading edge technology solutions. Specifically, this partnership will bring the following benefits for your business:

- Dedicated in-house and field-based account management
- Increased in-house and field-based engineering resources
- Access to new technologies such as:
  - SIP (Session Initiation Protocol)
  - Hosted voice and data solutions
  - Disaster recovery initiatives
  - Mobility solutions
  - A leading edge in-house web based billing platform which brings voice, data, mobile and line rental onto one single bill
- A supplier who is accredited at the highest level with our main suppliers, including Avaya, Toshiba and Panasonic

## About the Excell Group

The Excell Group has strong vendor relationships and a proven solutions-orientated delivery model. The company has repositioned itself over the last year as a systems integrator and is now also able to offer data and hosted networking services – a growth strategy which reaffirms Excell's commitment to its customers.

In fact, this new partnership has already provided tangible benefits for one of our longstanding clients of 19 years, with a solution for 100 mobile devices which supports both voice and data technology.

**If you have any queries at all about this new partnership please do not hesitate to contact us on 0800 804 8800, or by emailing [info@mayflowerplc.com](mailto:info@mayflowerplc.com).**