

# Spitfire And 3CX Offer Channel Complete SIP Solution



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London, UK - February 17, 2010 - Spitfire, the leading Internet Telephony Service Provider, has completed full Interoperability testing with 3CX and agreed to promote 3CX to Spitfire's 200 strong partner channel. Spitfire has become a 3CX Supported SIP Trunk provider, with Spitfire SIP Trunk configuration built into the latest release of 3CX software, and support for Spitfire SIP Trunks being available from 3CX's global technical support center.

Spitfire presented 3CX to its partner channel in a joint seminar for Spitfire Partners at the end of January 2010, to promote the benefits of the 3CX IP phone system using Spitfire SIP trunks. In addition to this 3CX is holding two fully subscribed training days exclusively for Spitfire Partners at their training center in Kingston-upon-Thames.

The 3CX phone system is a Windows based IP PBX that replaces a proprietary hardware PBX. 3CX's IP phone system has been developed specifically for Microsoft Windows and is based on the SIP standard.

Spitfire's Partner Service provides a wide range of telecoms support for IT support companies and VARs looking to move into voice. This includes overviews on an introduction to telecoms, third level support and access to Spitfire's Wholesale Line Rental and SIP products.

Nick Goodenough, Spitfire's Partner Service Manager says, "Our aim is to help IT companies that wish to move into voice take the initial steps. IT resellers have great relationships with their clients and are on

site on a regular basis. They should consider providing voice as delivering and supporting another application on the LAN. Spitfire's role is to provide our IT Partners with the service wrap and products to give them the confidence to provide voice services with our support. Spitfire offers over 20 years experience in the voice market and is now a leader in SIP Trunks, VoIP and business Internet connectivity, so we offer the complete package to support IT companies moving into voice".

For 3CX Stephen Corrigan, EMEA Country Manager said, "We are extremely pleased to be working with Spitfire to promote our leading Windows based phone system to their 200 partners in the IT channel. There is perfect synergy between the 3CX IP phone system and Spitfire's highly resilient SIP Trunk solution. We anticipate that Spitfire's Channel of IT support companies and data VARs that want to deliver voice solutions to their customers, will find 3CX and Spitfire an irresistible combination."

Spitfire's SIP Trunking is designed as an ISDN30e and ISDN2e replacement and typically offers business quality secure telephony at up to 50 percent less than the installation and monthly rental cost of an equivalent ISDN service. As one of the only ISPs and fixed line operators to offer a SIP Trunk service, Spitfire offers a complete end-to-end SIP service via its own IP and TDM infrastructure. Spitfire can provide a direct connection between the customers' premises and Spitfire's core network over the UK's widest range of SDSL, ADSL or Ethernet circuits.

As an Interconnected Fixed Line Operator and one of only 29 CPS Operators in the UK, Spitfire also has number ranges on all UK dialing codes, together with non-geographic number ranges, allowing them to provide one of the only fully integrated SIP services available today, delivering a genuine ISDN30e replacement.

## **About**

## **Spitfire**

Spitfire Technology Group was established in 1988 and today is one of the largest independent voice and data solution suppliers in the South East region providing carrier network services and Internet connections. The company also supplies voice and data networks, including phone systems produced by a number of leading manufacturers, with a full support and maintenance service For more information visit: <http://www.spitfireuk.net/>.

**About****3CX**

3CX is the market leader in Windows VoIP PBX software. Its product, 3CX Phone System for Windows, has earned Windows Server Certification and has received numerous awards, including The Windowsnetworking.com Gold Award, the Windows IT Pro magazine 2008 Editor's Best Award and a Best Buy Award by Computer Shopper Magazine. 3CX has offices in the UK, USA, Germany, Cyprus, Malta, Australia and Hong Kong. For more information visit: <http://www.3cx.com/>.

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