



NEWS RELEASE

9th November 2009

Jersey IT Reseller reaps benefits from Avanquest Channel Partner Programme

[Nitel](#), an independent supplier of Telephone Systems based in the Channel Islands is a trusted [Avanquest Solutions](#) Channel Partner.

The relationship with Avanquest means that Nitel has been able to sustain their business in a tough market. For the last year, Nitel has helped clients make better use of their existing IT resources and squeeze the most out of tightening budgets. This has added functionality as and when it is needed or when funding becomes available.

Integrating the best software tools from Avanquest with their clients' existing telephony infrastructure e.g. Avaya Systems, delivers a cost effective upgrade path for clients to VoIP and FoIP, unified communications and convergence.

Nitel's customer base includes Legal and Financial organisations as well as Hotel and Government telephony users. David Ezekiel, Managing Director at Nitel, who founded the company in 2000, said "Customers need to cut costs and be more efficient. They have invested heavily in their telephony systems and want to maximise this investment, using existing infrastructure."

Mike Rae, Sales Director, Avanquest Solutions said "We work closely with our partners to help them grow their core business. Working with Nitel expands our Reseller Channel, gives us local knowledge and creates incremental revenue for both partners."

Partners do not have to 'tool up' to support Avanquest's telephony integration software. Avanquest supports them at every stage – as much or as little as they require, from pre-sales collaboration and advice to full technical support. This gives partners a competitive advantage with no additional investment.

Further information about [Avanquest Solutions](http://www.avanquest-solutions.co.uk), the Partner Programme and [Nitel](http://www.nitelci.com), can be found at www.avanquest-solutions.co.uk and <http://www.nitelci.com>

Notes to Editors:

Images of those quoted in this release can be downloaded at <http://www.avanquest-solutions.co.uk/press>

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