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NEWS RELEASE

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Cisco UC Vendor Joins ProcessFlows Channel Partner Programme

Twickenham based Unifi Communications specialise in providing Unified Communication Solutions for small and medium businesses (SMB) utilising Cisco technology. Their systems are designed to meet the individual communication needs of customers - whether that is installing an IP telephony system, video conferencing or connecting branch offices and linking remote workers to allow real-time collaboration across the whole business.

Rob Coleman, (Managing Director at Unifi Communications) said; *“Joining the ProcessFlows Channel Partner Programme adds networked IP fax to the portfolio of communication solutions we can offer our customers. We are now in a position to help them migrate fax away from the costly, stand-alone fax machine and analogue environment and add it to the email/ desktop and Cisco IP infrastructure they are already using.”*

Unifying all communications into the IP environment (email, fax via email, phone and SMS) gives users a faster, more efficient and less expensive way to securely connect and get in touch with customers, colleagues and partners. This will ultimately deliver a healthier bottom-line and enhance business development.

As a ProcessFlows partner, Unifi Communications do not have to invest any time in training their support staff on fax technology or supplying ongoing technical support for their customers – ProcessFlows takes care of all of this for them. Straight away they can start talking to their customers about the benefits of bringing fax into their IP environment and generate incremental revenues.

“We can also support Unifi Communications throughout the sales process if they want us to” said Franca Cognata, Channel Partner Manager at ProcessFlows, *“From lead generation and*

marketing campaigns to a customer on-site fax audit, which analyses the way fax is currently used in the business and identifies the potential savings that could be made if they switched to a network/IP fax solution.”

Editors Notes:

Further information about ProcessFlows at <http://www.processflows.co.uk>

Further information about Unifi Communications at <http://unificomms.com>

Both Unifi Communications and ProcessFlows are available for comment.

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