

Wick Hill Appointed By Yealink as a Distributor of VOIP Telephony Hardware

New distributor appointment is latest move in Wick Hill's expansion in the converged voice/data market.

Woking, Surrey: 16th December 2009 - Wick Hill has been appointed as a distributor of Yealink's VoIP telephony hardware. Wick Hill has a long-established reputation as an award-winning value-added distributor of secure infrastructure solutions. This appointment is one of a number of new distributor relationships, with more to come, which are part of a further expansion by Wick Hill in the converged voice/data market.

Wick Hill will combine its telephony portfolio, which includes Samsung's OfficeServ, Ubigate platforms and Interquartz business telephones, with its existing expertise in security and networking to create a truly innovative and unique approach to unified communications.

As a channel-only value-added distributor, Wick Hill offers a generous level of support to its customers throughout the sales process, from lead generation to technical support and consultancy.

Siobhan Gibbs, business development manager at Wick Hill, said: "This new appointment further demonstrates our commitment to supplying our resellers with a truly converged product portfolio. SIP devices allow our channel to sell solutions into new and existing markets without being forced to sell the proprietary technology that had previously dominated the voice communications market.

"Wick Hill is committed to providing its resellers with best-of-breed converged technologies, enabling them to expand their knowledge and skill sets across the entire voice and data comms network, letting them lead the way at the forefront of the technology curve."

Roy Stephenson, Yealink's distributor account manager, commented: "I am excited by this new partnership for Yealink and the prospects it offers. Wick Hill's professionalism and expertise inspires a high level of loyalty from its customers and it is important to us that our distributors maintain such strong relationships.

"This closeness means that we can gain a good level of feedback from resellers and end users which helps us to develop and improve our products. Our T20 series SIP telephones are already becoming best sellers and we are encouraged to have received so many positive comments from customers".

Yealink products

Competitively priced and built on the industry-leading Texas Instruments TI Titan chipset, Yealink's range of SIP phones all feature HD audio, handsfree, headset support, 2 ethernet ports and Power over Ethernet as standard, and support a wide range of manual and automated configuration options, simplifying the process of selecting, installing and maintaining them. 2010 will see the launch of a new high-end SIP telephone with a high resolution touchscreen TFT display and support for videoconferencing, as well as a new entry-level handset aimed at satisfying applications such as hotel bedrooms and student accommodation at a minimal cost.

About Wick Hill

Established in 1976, value added distributor Wick Hill specialises in secure infrastructure solutions. The company sources and delivers best-of-breed, easy-to-use solutions through its channel partners, with a portfolio that covers security, performance, access, networking, unified communications and hosted solutions.

Wick Hill is part of the Wick Hill Group, based in Woking, Surrey with sister offices in Hamburg. Wick Hill is particularly focused on providing a wide range of value added support for its channel partners. This includes a strong lead generation and conversion programme, technical and consultancy support for reseller partners in every stage of the sales process, and extensive training facilities.

About Yealink

Yealink has been providing high quality VoIP products since 2001 and has accumulated the technical know-how of IP technology to meet the ever evolving needs of the VoIP world. Over 50 qualified engineers are employed in the R&D department to develop proprietary software and hardware solutions. The company specialises in offering bespoke customer solutions and value add services. Consistent monitoring and improvement of the manufacturing process is ongoing as is the commitment to customer service with the motto SUCCESS through SERVICE.

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For further press information, please contact Annabelle Brown on 01326 212130, email abpublicrelations@btinternet.com. For reader queries, please contact Wick Hill on 01483 227600, web www.wickhill.com. For pic of Siobhan Gibbs, please contact Annabelle Brown.