

Retell delighted by response at Comms Channel Expo in April

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Retell report a large number of new dealers visited their stand at Comms Channel Expo last month. Many dealers visiting the Retell stand said that they were excited to see a range of products from a single line recorder to a multi line system all available from one supplier. 'All too often a dealer will lose a sale if they only have one call recording product to offer. If it's software the customer might not want it on their system, if it's a multi line system the expense might put them off' reports Steve Copley, Head of Business Development. "We have a range that offers the reseller the opportunity to win the business". Antony Veal of Universal Telecoms (Lakeside) Ltd, says " we recently had a customer with a requirement for call recording, on searching the market we found Retell to have an excellent range of solutions. Our main concern was the potential complexity involved in installing a 30 channel system, on working alongside Retell we found their products to be both simple to install and cost effective for the client."

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