

CISCO NAMES KINGSTON AS PARTNER OF THE QUARTER

Submitted by: Zed PR

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Cisco Systems has named Kingston Communications as partner of the Quarter UKI (UK and Ireland).

The quarterly award recognises the exceptional performance of a Cisco Systems solution provider, and relates to Cisco Systems financial year 2004, quarter three, and covers all aspects of Kingston's business.

"Over the last quarter, Kingston's business with Cisco has grown by over 150%," said John Donovan, Channels and Alliances Operations Director, Cisco Systems. "In the same period, Kingston became the first partner in EMEA, and second globally, to achieve IP communications as a speciality."

Gary Young, Managing Director, Business Services, Kingston Communications, said: "In 2003, Kingston's focus on advanced technology such as IP telephony was around 10% of its Cisco revenues. This has grown to around 26%. This award recognises and rewards the strength of our sales efforts, and sends a message to customers who have standardised on Cisco that they have a viable choice of suppliers to partner with for all of their telecoms needs. I'm not sure that people fully associate Kingston with advanced technologies. This is a step towards changing their minds."

Factors in Cisco Systems' decision to award Kingston the accolade included substantial contract wins. A major IP (Internet Protocol) communications order for over 700 users, which required considerable wireless and security expertise, was a highlight.

Also cited were Kingston's development of partnerships with AVVID (Architecture for Voice Video and Integrated Data) partners such as Checkmate and Arc Solutions, and its strong pipeline of opportunity in both Scotland and the regions.

Donovan told Kingston that winning the award was a great achievement. "Quarter three was very strong for many reasons," he said. "Many people within Kingston can take credit for how far the company has come over the last nine months."

Kingston is currently putting over 45 sales people through Cisco Sales Expert Training, developing their knowledge of the AVVID model and Cisco portfolio in order to serve customers better./ ENDS

Notes to editors

About the Kingston Group

Kingston Communications is a leading provider of communications. Our capabilities are built on the solid experience gained in our heartland in East Yorkshire, where we have been providing leading edge residential and business services for 100 years.

Today, we also offer a wide range of voice, data and internet services to businesses across the UK as well as outsourced contact centre services. Using our own network infrastructure, we deliver reliable,

cost effective connections for our customers. By listening and working closely with them, we use our experience and expertise to help companies serve their own customers as effectively as possible. Kingston Communications is a member of the TechMark exchange.

For further details on Kingston Communications, please visit our website at www.kcom.com

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