

# KINGSTON COMMUNICATIONS RE-CERTIFIED AS GOLD PARTNER BY CISCO SYSTEMS

Submitted by: Zed PR

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Kingston Communications' Business Services unit has achieved its recertification as a Gold Partner by Cisco Systems, Inc.

Gold Certification status is the highest Cisco standard for network expertise and support capabilities and indicates to customers that the holder has resources and expertise to sell, implement and support Cisco network solutions.

"To be able to meet customers' needs to the highest possible standards, we tailor the technology to fit the need," said Hannah Priddy, Partner Programme Manager, Kingston Communications.

"That means we invest constantly in training and expertise, in particular with market leaders. The Cisco Gold certification is a badge we wear with pride, because it means that customers can have faith that we have the highest level of experience and expertise when we deliver and support solutions."

So successful has Kingston been, that in Q3, 2004, it won Cisco's Partner of the Quarter Award. It was the first company in EMEA to gain Cisco's IP Communications specialisation.

In the last quarter alone, Kingston put over 45 sales people through Cisco Sales Expert Training, developing their knowledge of the Cisco Intelligent Network model and Cisco portfolio in order to serve customers better.

Customers who have benefited from Cisco's expertise have included Gloucester College of Art and Technology, Office Depot (better known as Viking) and Derbyshire Police.

On December 31, 2004, Kingston Communications plc formally acquired 100% of the shares of Omnetica Holdings Ltd. Omnetica is also a Cisco Gold partner.

"Our combined Gold certifications for Cisco are just one of the areas where we can boast almost unrivalled strength," said Gary Young, Managing Director of Kingston's Business Services unit.

"Viewed in the context of the hugely complementary skill sets of Kingston and Omnetica, we become a force to be reckoned with, boasting a depth and breadth of skills and expertise that few can match."

Omnetica currently holds five Cisco specialisations, and has gained Advanced Telephony Partner status in both Optical - Metro DWDM and Metro Ethernet ETTB/X.

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Note to editors:

## About the Kingston Group

Kingston Communications is a leading provider of communications services. 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, internet and outsourced contact centre services to UK businesses. As a 'network-balanced' organisation, we are ideally positioned to provide the best possible solution for our customers. Our strong service ethos ensures we always work closely with our customers, using our experience and expertise to help them serve their own customers as effectively as possible.

The Kingston Group includes Eclipse Internet, an established and growing broadband ISP that delivers internet connectivity and services to businesses throughout the UK.

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