



Press Release

Date: January 5 2009

Veropath expands sales team with the appointment of Paul Gibbs

Veropath, the UK specialist in telecoms expense management, has started the New Year with the appointment of Paul Gibbs as Channel Account Director. Paul joins Veropath to continue its expansion of the business through the channel. Veropath offers resellers a margin opportunity which also saves money for customers.

"I am delighted to bring Paul into our team, supporting our goals of recruiting more resellers for the Veropath service," commented Dave Pitts, Sales Director. "The Veropath proposition is generating huge interest from the reseller community as a means of generating extra revenues and adding value to their customers."

Paul is a veteran of the communications industry having worked at distributor and reseller level at MTV Telecom and Westcon. He has achieved numerous accolades, including becoming Channel Salesman of the year in 2006.

Veropath has recently been launched to the channel and the company is actively recruiting resellers. Consultants and resellers are able to offer the Veropath service to their customers without the high investment which is usually required to take on a new product or service. Veropath is able to manage the technical support for the reseller and offer a variety of business models to suit its partners. The cost savings generated by the service can free ICT budgets to pay for the Veropath service and incremental services and systems. Gartner research estimates that 80% of telecoms bills contain errors and up to 35% of all fixed telecoms assets are surplus to requirement.

All telecoms suppliers offer billing information in different electronic (and paper) formats making it difficult for customers to reconcile the information. Veropath brings billing information for fixed line, mobile and data services from all major suppliers into a single platform for customers. Veropath enables customers to view billing data and interrogate the information to verify if it is correct, to allocate it to cost centres accurately and to make informed decisions.

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Veropath is the indirect sales division of IntelligentComms, a leading UK telecoms expense management specialist. The Veropath service includes Assessment and Benchmarking of an organisation's telecoms estate, using a unique in-house developed software platform. Customers can also gain direct access to the web-based Veropath platform as part of an ongoing Management service. The overall aim is to help IT directors to make informed decisions about suppliers, tariffs and equipment - to ultimately reduce communications costs and so maximise ICT budgets.

Customers include Scottish Water, Standard Life, HMV, Ernst & Young, Carpetright, Glasgow City Council, Deloitte, Serco Group and Jardine Lloyd Thompson. Veropath's services are provided through a network of carefully selected partners, each of whom has been identified as an organisation which has the required level of skill and technical expertise.

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