

New IP Phones Fuel SpliceCom's Q3 Performance



17 December 2008 – Chorleywood, UK; SpliceCom, the IP convergence company whose award winning **maximiser** Unified Communications platform combines voice, video, IP TV and web enabled IT applications at the desktop, stated that the widespread uptake of the company's new PCS 560 & PCS 570 colour screen IP Phones, launched during July, had been confirmed in a recently published MZA report.

MZA's data for UK PBX system shipments made between July and September 2008 shows a quarter on quarter growth of 83% for SpliceCom's IP handset sales. This strong rise in telephone shipments leaves the UK vendor well positioned, particularly in the sub-100 extension space where many vendors who have been traditionally strong in this segment are still focussed on hybrid TDM/IP PBX solutions and have struggled to achieve strong penetration of IP telephony at the desktop.

"Customer praise for our new colour screen IP phones has been unanimous," said Sean Harding, SpliceCom's CEO. "The recent accelerated growth we've witnessed in our phone shipments is largely due to the demand for PCS 560 & PCS 570 shown by our UK channel partners. This has been verified by MZA's report, which given the fact that we didn't start shipping until the quarter was underway, makes for an even more impressive read."