

## **VOSS Provides FlexITy with Unified Communications Service Delivery Platform**

**Monday 17 August 2009 – Herndon, USA - [VOSS](#)**, nominated a [Cool Vendor](#) in Unified Communications by Gartner, and a leader in UC service delivery software, today announced that FlexITy has selected VOSS 6.1, a unified communications service delivery platform to support its managed services operation.

FlexITy Managed Business Communications provides leading voice, data, converged and managed services for businesses and enterprises that need proven, reliable, secure, responsive and cost-effective managed hosted voice solutions. FlexITy Managed Business Communications lowers an enterprise's total cost of ownership by eliminating up-front capital investments, multiple current services and providers, simplifying system administration, maintenance and billing, and consolidating voice and data circuits.

FlexITy recognizes the need to invest in the latest technology, and works hard to provide its customers with leading edge solutions and value added unified communication services. To this end, FlexITy and VOSS have embarked on a strategic relationship for VOSS to provide FlexITy with a platform from which new and improved unified communication services can be introduced to its customer base, quickly, cost effectively, and with minimum impact to business. With both companies enjoying a strong relationship with Cisco and demonstrating a united vision of the true value of unified communications, this is a mutually exciting partnership.

VOSS provides a [unified communications service delivery platform](#) enabling the deployment and management of next generation voice services and applications, for managed service providers such as FlexITy, tier 1 telcos and large enterprises. VOSS addresses the challenges involved in managing the entire lifecycle of a UC platform, from initial design (day 0), through to build and deployment (day 1), through to support and administration (day two), and finally to upgrade and scaling (day 3). The VOSS centralized management platform has a common data store, which removes technical complexity and simplifies business processes, whilst increasing productivity, speeding implementation, cutting operating costs, and providing an integrated platform from which new UC services can be launched as and when required.

Peter Stavropoulos, CEO at FlexITy, comments; “We made the decision to invest in the VOSS service delivery platform because it enhances the value proposition to our customers, and allows us to differentiate our business around the delivery of next generation unified communications. However, a big



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driver for us was also the fact that VOSS has worked closely with us on developing our business model and we are confident that VOSS will allow us to keep our costs low while we scale our managed services business.”

Mike Frayne, CEO at VOSS, adds; “We have worked with FlexITy for several years now and they are a very important customer and channel partner for VOSS in the Canadian market. FlexITy has a successful practice in the delivery of Unified Communications Services and has taken this to the next level with the launch of their Managed Business Communications Services as fully compliant CLEC. We love working with companies who have a vision plus the ability to execute. They have built an impressive team and invested in the best of class infrastructure to provide their customers with a hosted managed solution that offers the ultimate in Unified Communications, off a lower cost base. VOSS is absolutely committed to FlexITy and we will be working to help them achieve their objectives and create the leading Managed Service Provider business in Canada”.

#### **About FlexITy**

A leading Canadian technology solution provider, FlexITy’s focus is on "Aligning Business and Technology". FlexITy combines a broad portfolio of solutions which it offers through its Technology Consulting, Infrastructure Solutions, and Managed Services practices. Additional information can be found at <http://flectel.flexity.ca>.

#### **About VOSS**

VOSS, a leader in service delivery software, helps organizations meet their complex and rapidly changing Unified Communications (UC) and IP telephony requirements. Uniquely, VOSS delivers Unified Communications services and systems integration, over large networks that use disparate technologies, vendors and operating systems, in multiple locations and countries.

The company’s real-time, automated and centralized service delivery platform cuts costs while speeding and simplifying the deployment of Unified Communications services. VOSS gives users and providers unprecedented operational efficiency, letting them reap savings, performance gains and the confidence that their Unified Communications environment is agile and flexible enough to change as business demands.

Based in Berkshire, UK and Herndon, VA, VOSS is funded by UK early-stage venture capital firm Eden Ventures, XAnge Private Equity and PE Investments. Founded as VisionOSS, the company is now called VOSS. Its solutions have been deployed by prominent service providers, large enterprises and partners such as Cisco Systems across Europe and North America. For more information, visit [www.visionoss.com](http://www.visionoss.com).

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