

# Actimax celebrates with a high 5 in Europe

An Essex company is showing firms how to succeed against tough European rivals by winning its fifth successive Euro-sales award.

Basildon-based Actimax has again been named Top European Reseller by telecoms giant Inter-Tel – an accolade it has held since 2002 – for outselling rivals from right across the continent.

This latest Actimax success over rivals is even more dynamic than before as it has increased sales of Inter-Tel products by more than 100%. It was part of an overall spectacular performance by Actimax staff, who operate from the firms headquarters at Yardley Business Park, Lucklyn Lane, Basildon, as they drove new business sales and company turnover increases by almost the same amount.

Actimax Managing Director John Massey said: "I am very pleased with my company's performance for Inter-Tel. We have not just maintained our performance with Inter-Tel, but built on it considerably.

"The increase in new business has been achieved by providing complex and innovative solutions to an increasing number of companies who have moved to the Internet to increase their sales.

"We help people implement this change and are the telecoms provider of choice by



companies who are moving in this direction."

Inter-Tel Director of Business Development Chris Lee said: "In addition to being our largest reseller for the last five years, we have seen an increase in the number of sales of large and complex solutions by Actimax which are easily supported by their technical ability."

Mr Massey added: "We are the future-proof telecoms provider of choice by companies who need a partner rather than a provider."

Actimax, of Yardley Business Park, Lucklyn Lane, Basildon in Essex, has grown in 10 years to become one of Britain's foremost telecoms' solutions specialists.

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