The CUSTOMER

Established in 2003, Metronet UK has steadily grown its business year over year, and now stands as an industry leader in providing communications systems reliability and technology through its fully-managed solutions. The company proudly operates the most advanced hybrid wired and wireless communications systems in the UK, utilizing a unique combination of technologies in order to deliver the best connectivity, SLA, and support in the industry, with speeds up to 10 times faster than its competitors. Metronet UK is committed to providing businesses with the means to maintain communications systems that will work regardless of location, keeping employees connected to each other and to their customers whether on site or working remotely.

THE CHALLENGE

Metronet initially did not have a VoIP voice service or voice solution when it was founded in 2003. Two years ago, the company decided to begin laying the groundwork to expand their extensive communications offerings into voice services, and began integrating their systems. Metronet has a diverse customer base, which maintains communications systems that range from fully wireless to those that continue to use legacy systems. A solution was needed that would accommodate and integrate the company’s entire customer network, allowing it to operate seamlessly across platforms while providing faultless reliability.

THE SOLUTION

Previous experience with Sangoma products had proven to decision-makers at Metronet that the company could provide a solution that would meet and exceed all of Metronet’s needs. ProVu Communications facilitated Metronet’s acquisition of Sangoma Vega VoIP gateways, with which the company could route both wireless and legacy systems through the same network. Metronet uses its own hybrid network coupled with SBCs to connect to various top-tier telecom carriers in the UK to route both incoming and outgoing calls. Some of Metronet’s customers have their own PBX and SIP trunking and others have their systems hosted through Metronet itself. Now, all of those customers are routed through the same system with the Vega’s, which allows Metronet to monitor its entire communications platform, increasing reliability and response time for its entire network.
THE PARTNER

ProVu Communications Ltd. was founded in 1999 and has been serving the VoIP marketplace since 2002. A leading Business to Business distributor of VoIP hardware solutions in the UK, the company has an entire team of experts on hand ready to use their knowledge and skills to provide innovative and value-oriented IP and UC solutions. ProVu works hard to establish and maintain true partnerships with their clients, and customers can expect world-class support before, during, and after their purchase.

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Sangoma is a leading provider of hardware and software components that enable or enhance IP Communications Systems for both telecom and datacom applications. Sangoma’s voice and data cards, gateways, SBCs and connectivity software are used in leading PBX, IVR, contact center and data-communication applications worldwide. The product line includes both hardware and software components that offer a comprehensive toolset for deploying cost-effective, powerful, and flexible communication solutions.

With certifications and distribution partnerships around the world—Africa, Asia, Europe, Australia and both North and South America—Sangoma continues to bring innovation, scalability and higher density solutions to the global telecom market. In addition, Sangoma is recognized as a leader in product quality, with many of its board products being covered by a lifetime warranty.

Founded in 1984, Sangoma Technologies Corporation is publicly traded on the TSX Venture Exchange (TSX VENTURE: STC).

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