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SPOTLIGHT

TELECOM2





TELECOM2

<https://telecom2.net>

Interview with: *Rob Johnson*

Position at Co: *Chairman*

Tell us a bit more about Telecom2, what does it do?

On one level we are simply a Terminating Network Operator (TNO) but the truth is we are a technical development operation specialising in telecoms and billing. My business partner always says we are a Mini BT, but in fact we are much nicer than that.

We were effectively born out of Telecom1 where I was a client and Alex was an employee and although we never met we knew of each other. Alex was the go-to guy if you wanted something done and I was always the client who realised something had fallen off and was not working as it should.

We work well together.

What can you tell us about the sort of clients Telecom2 has?

Telecom2 has a broad spectrum of clients including a number of Contact Centres, Print media companies, TV companies and a Premiership Football club.

We have also specialised in DQ services and have the largest portfolio of 118 companies in the UK, including 118118. We also still have some of the traditional Telecom1 clients on 09 PRS running Adult, Psychic and Competition services.



Are there any new products or services that Telecom2 are working on at the moment you would like to tell us about? If someone needs that service or product why should they come to you?

We have seen the future and it's cloud based, over 50% of the Telecom2's employees are involved in technical development and we have invested heavily in IP Telephony, the star of which is our ApexPBX product for SME's and Contact Centres.

APEX | PBX

We have recently had our systems used for NHS111 and now Track and Trace with considerable success and positive feedback. Anyone looking to ditch that old TDM box on the wall and move to IP telephony should get in touch, or if you are a contact centre paying mega license fees to Avaya then DON'T, just call us for a better solution and save money.

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What are your future plans? What can we expect to see from Telecom2?

More of the same really, a big push for Apex when lockdown finishes and all the clients we setup VPN and soft-phones for, head back to their offices (that's assuming they have not become too accustomed to working remotely).

We are also growing the Spanish operation, Advanced Voice (we might need to change the branding as Spanish people have trouble with the pronunciation) replicating the T2 services from our office in Madrid.

Our Spanish operation can be found here:

 **Advanced Voice**



***WE ARE GROWING THE
SPANISH OPERATION***

Where can people find out more about Telecom2 and the work you do?

TELECOM2



APEX | PBX



<https://www.linkedin.com/company/telecom2-ltd/>



https://twitter.com/telecom2_ltd



<https://www.facebook.com/Telecom2Ltd/>



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