

# AMTECH MAINTAIN A GREAT CONNECTION WITH FIRSTCOM EUROPE

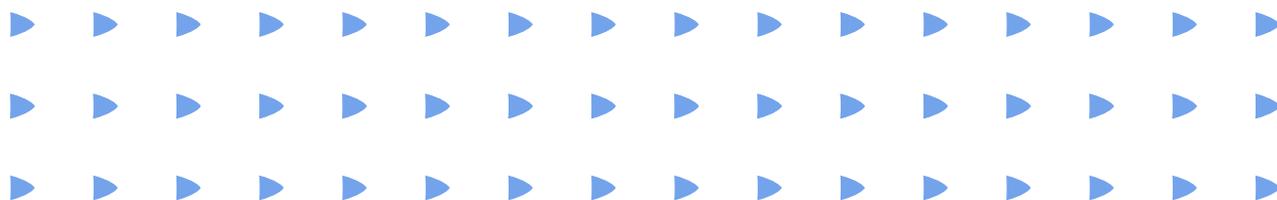
## firstcom eUrope

Firstcom Europe are one of our key strategic partners and provide us with almost all of our SIP trunks for customers. We have a great relationship with them right up to CXX level. With them we have costed, designed and deployed:

- Internet connectivity services
- SD-WAN connections into a Housing Association
- SIP trunks and Encrypted SIP trunks to multiple customers
- Cloud hosted telephony solution (Universe) to multiple customers including a golf club and marketing agency

**They're also very responsive and on the end of the phone. You're dealing with individuals who put the phone down and get you a quote the next day or the next evening - it makes a big difference.**

Christopher Walters,  
Director at Firstcom Europe



## What makes Amtech stand out from the crowd?

“For us, it’s a good relationship from their expertise and knowledge with the Cisco estate of products and the fact that the whole Amtech team, in my experience, offer very good service to their end clients.”

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## What makes you stay as an Amtech partner? Are there particular qualities that keep you happy as a customer?

“Amtech are very professional in their response and in their knowledge. I think their customers trust them and give them repeated business as a result of that.”

“There is also the responsiveness and the expertise, but I also think that they treat their customers well. They’re not trying to rip them off, they’re not trying to milk their customers, they’re trying to build a relationship with their customers.”

“And I know I’m in safe hands using them.”

## Based on all of that, would you recommend Amtech to others?

“Absolutely, I would. If you want to place your business with these guys, you’ll end up with a supplier you can trust, who will be economical and won’t rip you off.”



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**Christopher Walters**, Director at Firstcom Europe