

**PRESS RELEASE**

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**For Immediate release**

## **Southern Communications reaches Comms Business Awards finals**

**Awards recognise the most progressive and innovative companies in the ICT Channel**

BASINGSTOKE, UK – Business-to-business communications specialist, Southern Communications Ltd, has reached the final nominations in two categories of the coveted Comms Business Awards 2018.

The first nomination is in the **Customer Service Team of the Year** category, which will be awarded to the company whose customer service strategy has resulted in excellent customer retention.

Paul Bradford, Southern Communications CEO, said: “I am absolutely delighted with this nomination. It is a fantastic recognition of the ‘go-the-extra-mile’ attitude of our Customer Service Team, which looks after around 8,000 customers. One of the key measurements of customer service success is customer retention and, through their hard work, we have maintained a market leading level of customer retention – something that makes us all feel very proud.”

The second nomination is for **Reseller of the Year**, which recognises outstanding company performance related to growth, customer service, staff development or in defining new markets.

Alex Moody, Southern Communications Managing Director said: “Being nominated as a finalist in this category recognises the absolutely fantastic growth we have achieved. In the past two years, stimulated by organic growth and acquisitions, our revenue has risen by more than 28%. Our shift in focus to the delivery of next generation products, including Hosted Telephony, SIP Trunks and Cloud Computing, means 2017/18 has been a particularly strong year – with sales of hosted licenses alone up by more than 100%”.

The winners of the Awards will be announced in London on Thursday, June 21, 2018.

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**About Southern Communications**

Established in 1965, Southern Communications is one of the oldest telecoms companies in the UK. Since 1995, led by Paul Bradford (CEO) and supported by a dynamic management team, the business has grown from a turnover of just £100,000 to £43 million this year.

Today, Southern Communications is a Tier 2 ISP, supplying communications products and services, including telephony and cloud computing, to SME customers. The company employs more than 200 staff in a range of disciplines from engineers and sales to customer services and accounts.

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