

COMMS-ONLINE BAGS CARRIERS

COMMS-ONLINE LIMITED. ENTERPRISE COMMUNICATIONS CONSULTING AND INTEGRATION.



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Author: Paul Golden, IT`s Monday

Having established its business model in Ireland, communications consulting and integration house Comms-Online has set its sights on the UK and US for future growth as it seeks to bring customers and telecoms operators together.

Any company that has embarked on an expansion drive will understand the value of using the right carrier for its voice and data requirements. But those with limited experience of international carriers will usually find it difficult to identify the best option from the raft of packages on offer.

Comms-Online, explained managing director Cormac Reid, can help these companies at both ends of their networking requirements. 'We work with them from a design perspective, advising on network architecture and infrastructure implementation from advice on security to the type of kit used and the roll out and project management of the network.'

For companies relocating or rolling out new office locations and looking for the best connectivity option, Comms-Online provides feasibility studies as well as sourcing telecoms providers. 'Our service best fits the enterprise customer with multiple sites and potentially an international telecoms requirement where major decisions have to be made on inter-networking between branch offices or remote locations.' With service level demands in and around 99.999 per cent, it is also vital that they have access to a partner who can follow up on any technical or support issues they might have.

Reid says many of his customers are looking at unified communications infrastructure and what it can offer as they set their telecoms budgets. 'There are multiple vendors offering this type of technology, but there is a reasonable amount of capital expenditure involved.'

While the company remains carrier agnostic, despite having long relationships with BT and Eircom locally and Verizon and ATT internationally, from a vendor perspective it is closely aligned to Cisco. In Ireland, Comms-Online also works closely with sister company RocTel, which provides fixed line, broadband and mobile telecoms services to mid-market (5 to 200 seats) customers.

Reid says it is not a typical integration company. 'We can compete on standard projects but we are bringing customers and carriers together outside Ireland. Future expansion will come out of the UK and US - we have identified how our model works and now we want to replicate it outside this country.'

The company employs 12 staff in Dublin and extra resources are drawn down from contractor relationships and links with consultancy houses in UK, US, Australia and Far East. Its managing director says he expects to add to the company's in house consultancy resources over the next year and continue to trade profitably.