

NEWS RELEASE

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ICON grows business in the South

St Albans, UK, 2 October 2009: ICON the ICT convergence distributor has recruited Peter Needham formerly of Ascom to work with its Channel Partners in the South.

Peter will be supporting Channel Partners across the full range of ICON's portfolio. Mark Shane, sales manager for ICON commented

"We have always been proud of the service we have provided our Channel Partners and by expanding the team we are able to take this to the next level by increasing on a one to one basis the time and resources we can commit to helping them win business"

Peter Needham has over 15 years experience of solution sales and marketing within many different markets including Aerospace, Automotive, Manufacturing, Finance and Public Sector organisations both direct to end users and through the reseller channel in the UK and across Europe. Peter commented,

"I am passionate about expanding channel business and joined ICON as it has an excellent range of products that address the growing communication needs of all organisations from the small privately owned company through to the large blue chip, all of whom are increasingly using a wide range of communication technologies to help improve customer service and staff productivity."

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About ICON

"Independent Computer Owners Network PLC" has more than 15 years experience of supplying and supporting communications based IT applications. Today it is a leading UK distributor of Vertical IP-PBX solutions, Polycom KIRK DECT mobility solutions, TalkSwitch a small business analogue/IP- PBX, the unified messaging solution from MESSAGEmanager and uMobility the fixed mobile convergence solution for large and small business.

ICON covers England, Scotland, Wales, and N Ireland through a network of dealers. It has helped its dealers provide converged IT and communications solutions into many of the UK's best known FTSE companies. For more information visit the icon web site www.icon-plc.co.uk.