

NEWS RELEASE

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ICON expands its TalkSwitch business outside the UK

St Albans, UK, 14 September 2010: ICON are pleased to announce that following its successful development of the market for TalkSwitch in the UK it has been awarded sole distribution rights for distribution of TalkSwitch in Ireland.

ICON took over the UK distribution of TalkSwitch in 2009 and has built up a strong UK presence in the channel and overseen significant growth in sales and the installed base. This has been achieved through a reseller support network which includes marketing support, product training, interactive real-time technical support for accredited TalkSwitch resellers, and an on-line web based support forum for end users who purchased their TalkSwitch from one of the on-line stores. These Channel Partner and end user services will be extended into the Irish market.

Mark Shane sales manager at ICON commented,

“This is a win-win for TalkSwitch, ICON and Channel Partners in Ireland. Our goal is to further build the market for the TalkSwitch solution, and grow sales for everyone. We will also be looking to recruit new Channel Partners. This will not be a remote and hands-off support exercise. ICON’s network of regional account managers already provides on-the-ground support for a number of ICON Partners in Ireland and will extend this premium support to new Channel Partners”.

Jan Scheeren, president and CEO, TalkSwitch, said

“ICON has demonstrated expert skills in introducing TalkSwitch into the United Kingdom, building a loyal customer base combined with strong revenue growth. We are very pleased that resellers and small businesses in Ireland have the opportunity to work with them and also enjoy increased sales backed with top-notch support and service,”

For more information

Contact : info@icon-plc.co.uk

Visit : www.icon-plc.co.uk/talkswitch/index.htm

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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.

About TalkSwitch

TalkSwitch® is the leading developer of owner-friendly™ phone systems for small and multi-location businesses. TalkSwitch has sold over 35,000 phone systems that small businesses rely on everyday. With a growing global network of resellers, distributors and partners, TalkSwitch’s fully hybrid phone systems are changing the way small businesses communicate. For more information, please visit our website at www.talkswitch.com