

NEWS RELEASE

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ICON accord with Toshiba UK benefits channel

St Albans, UK, 17 December 2010: A deal with Toshiba Business Communications Division (BCD) UK, arranged in September, has delivered better than expected results in its first 3 months of operation.

Under the deal Toshiba BCD will recommend the KIRK DECT mobility solution as an add-on to its range of CIX PBX solutions. ICON, the UK's value added distributor of Polycom KIRK DECT and Polycom SpectraLink Wi-Fi mobility solutions, supports Toshiba BCD and its business partners.

Mark Shane sales manager at ICON commented,

"This is an excellent deal for both companies. It affirms ICON's position as the major distributor of on-site mobility solutions in the UK and the strength of its channel and technical support.

It's a win win deal for the channel as several in the channel have already discovered. Many of Toshiba BCD's business partners are already KIRK DECT solution providers and this accord confirms their decision to offer KIRK DECT solutions from ICON. These partners will continue to receive world class support from ICON but now they will be able offer an on-site mobility solution endorsed and supported by Toshiba BCD in the UK."

For more information

Contact : info@icon-plc.co.uk

Visit : <http://www.icon-plc.co.uk/KIRK/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 and Polycom SpectraLink mobility solutions, TalkSwitch a small business analogue/IP-PBX, and the unified messaging solution from MESSAGEmanager. ICON covers England, Scotland, Wales, and Northern and Southern Ireland through a network of Channel Partners. It has helped its Channel Partners 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.