

BETT 2011: Combined Data and Voice Communications Launches from Equinet

Equinet's stand at BETT 2011 (E85) showcases the launch of a new all-in-one solution for schools that provides a new combined approach to handling 'voice and data'. Equinet's new unified communications product and service offerings integrate phone systems with networking and internet connectivity. They significantly improve flexibility while reducing both infrastructure and running costs and can be packaged up into a simple pay-as-you-go monthly fee. Schools can dramatically lower costs for these facilities and services while improving reliability and performance.

Equinet Managing Director, Keith Baker comments "At a time when costs are continuing to rise for individual schools and Local Authorities and while budgets to cover these services are in contrast, rapidly declining in size, the benefits of obtaining 'more for less' by using the latest integrated technology will be attractive to many. At BETT we are launching our new integrated voice and data product TinaPilot - so called as it implements the blueprint for the next generation integrated appliance - Telephony Integrated Network Architecture (TINA)."

Equinet and its CachePilot range of products will be familiar to many schools and Local Authorities. Together with security products such as ServerPilot, a combined total of over 12,000 Equinet appliance devices have been installed over the last five or six years. In the last twelve months Equinet has expanded and diversified its portfolio.

Keith Baker explains "Over the last decade Equinet become expert in data networking and security product design, manufacture and supply to both education and business customers. We decided that we needed to integrate digital telephone capabilities into our offerings. To make this happen we have acquired more people expertise and technology and very importantly, we have also decided to supply complete services as well as just product. Customers can pick-and-mix from a menu of easily configured voice and data features and functions. They pay only for what they need in an all-inclusive monthly fee".

Also on display at the company's BETT 2011 stand, is the latest variant of **ServerPilot** launched at last year's show and now in operation in many schools throughout the country. ServerPilot is an easy-to-install multifunctional caching, security and backup device. It accelerates eLearning

content delivery, provides numerous network security functions and ensures all school data is backed up without any need for human intervention.

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About Equinet

Equinet was founded in 1998 and led the way in the manufacture and supply of appliance devices giving schools the peace of mind to make full use of the internet. Over 12,000 schools, numerous businesses and UK armed forces have deployed Equinet solutions in the intervening period.

Equinet has recently acquired additional technology and recruited significant numbers of staff all highly qualified in the field of digital voice communications. The combination of existing and new capabilities gives it the ability to offer tightly integrated combined voice and data communications solutions for schools and businesses.

Using the company's ability to deliver cost-effective, integrated hardware and software solutions in appliance format, Equinet intends to make further announcements during 2011 concerning its new unified communications approach with its new maxim of 'intelligent integration' very much in mind.

Contact: Keith Baker

Tel: 01793 603700

Email: kbaker@equinet.com