



Press Release

## **Invomo acquired by GCI Telecom Group**

### **Invomo set for a new period of renewed growth**

London 12/01/2010. Invomo today announced that it has been acquired by GCI Telecom Group. Trading as 'Edge Telecom' and 'IPI' the GCI Group is an experienced and profitable telecoms company. Invomo will add an important range of inbound telephony services, network and, most importantly, skills to GCI Telecom Group's existing portfolio of outbound telephony solutions and full range of corporate data services.

This acquisition is an excellent fit for both companies since, like Invomo, the GCI Group approaches telecoms from the customer rather than the technology perspective. The GCI Telecom Group is experienced in the telecoms sector and has expansion plans to grow organically and through acquisition. There will be greater opportunity for Invomo's present customers to benefit from the range of inbound voice and data services that GCI Telecom Group provides. This is good news for customers and employees, as the GCI Group is committed to growth and has proved this by its recent record.

New leadership comes with Wayne Martin (Group Chairman) and Don McQueen (Group CEO) whose focus is on maintaining excellent service and innovative solutions for all of Invomo's customers. A smooth management transition is planned with minimum change in the short-term.

Don McQueen, CEO of the GCI Telecom Group said: "I'm delighted to announce a new start for Invomo with the acquisition by GCI Telecom Group Limited. This is really positive for Invomo and its customers as GCI is an expanding and profitable telecoms group. Today the GCI Group provides outbound telephony, VoIP and data services in the UK. The acquisition of Invomo will add an important arm to GCI Group's offering with the addition of inbound telephony services, infrastructure, resources and customers; resulting in a comprehensive value-added telecoms services portfolio for UK companies.

Being part of a larger and growing group is great news all round, especially for our customers. This acquisition provides greater opportunities with a broader range of high quality voice and data services."



Nick Wiley, outgoing CEO of Invomo said: “As well as clear synergies between the GCI and Invomo businesses the company is committed to the communications sector and to the creation of a business that, like Invomo, focuses on the customer’s business challenges, rather than simply on telecommunications technology.”

The acquisition was successfully completed at the end of December. This is the second major acquisition for the GCI Group in 2009 and creates a group with over £40m of annual revenues and significant cash flow and profits. The GCI Group is committed to organic and acquisitive growth, having completed over eight acquisitions in the last four years (IP infrastructures Limited, trading as ‘IPI’, was acquired in September 2009).

#### **About GCI Telecom Group**

The GCI Telecom Group was formed in 2005 as a result of a merger of Pathfinder Telecom Limited and G.C.I. Limited. The new Group took on the trading name of ‘Edge Telecom’.

The business has grown organically and through acquisitions, having completed eight acquisitions in last 4 years and continues to have long-term plans for future growth. The first of two major acquisitions in 2009 was IP Infrastructures Limited (trading as ‘IPI’) in September 2009, the second being Invomo in December 2009. With the addition of Invomo, the GCI Telecom Group now has an annual turnover of over £40m and has over 140 employees. The Group is privately owned by Wayne Martin (Group Chairman and majority shareholder), Don McQueen (Group CEO) and James Keay (non-executive director).

Edge Telecom specialises in fixed voice, VoIP and mobile services for corporates, SMEs and consumers in the UK. Edge Telecom is one of the largest independent LLU operators in the UK with a network in major cities for business data solutions. Their portfolio includes outbound telephony, billings solutions, PBX sales and services for ISPs.

IPI is the UK’s most innovative and reliable Managed Telecommunications Service Provider, delivering impeccable levels of customer service. Their track record of excellent service, delivery and support has resulted in continual growth as more and more customers are choosing IPI for their networking, security and voice requirements.

This growth has resulted in IPI achieving Tech Track 100 status in 2007 and 2008 and is one of the most financially stable businesses in the telecommunications industry. For customers this means they are constantly investing in their network and support functions, to continually improve on an excellent service offering, allowing them to meet continually evolving requirements. [www.edgetelecom.co.uk](http://www.edgetelecom.co.uk) [www.ipi-group.co.uk](http://www.ipi-group.co.uk)

**About Invomo**

Invomo's hosted applications and services can transform phone-based communications with an organisation's customers - whether landline or mobile, inbound and outbound. The company delivers continually optimised, reliable and secure solutions which can enhance brand, improve the processing of customer enquiries, convert more calls to business, extend the website experience and reduce costs. With over ten years of experience and state-of-the-art technology at its network operations centre, Invomo offers a pragmatic service ethic that puts the emphasis on consumer interaction and solving its customers business challenges as the priority. Hundreds of organisations trust Invomo's solutions, from financial services to not-for-profit, media to educational establishments every day to allow them to communicate better with the people they serve, twenty-four hours a day, seven days a week. [www.invomo.com](http://www.invomo.com)

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