

5 June 2008

**vc-net sets its sights on channel expansion with two strategic hires
to manage business growth**

Award-winning video networking and collaboration specialist vc-net – www.vc-net.net – has sets its sights on channel expansion with two strategic hires.

With companies looking to reduce their carbon emissions and being very wary of the current economy, IT departments are being asked to review ways in which quality, productivity and efficiency can be improved to reduce travel costs and improve overall profitability. vc-net is looking for resellers who are able to assist them to service this growing demand.

Rehan Khan is vc-net's Alliances & Partner Manager. Khan's role is to manage key partnerships including Cisco and Microsoft. Formerly Solutions Consultant at Cable & Wireless, and with experience at conferencing company Arkadin, Khan has moved from direct business to developing strategic relationships with channel partners. Strengthening the channel team further is new hire, Phil Christian, who joins vc-net from Tiscali. Christian's role is to assist in the recruitment of resellers who are looking to add the vc-net video networking solution to their portfolio, providing resellers with full sales, marketing and product support. He also helped build the channel at Viatel.

Dan Somers, Managing Director explains: "We are entering into a very exciting stage in our development into a mainstream provider of end to end video networking solutions. We are looking for like-minded resellers who share our ambitions for growth and can assist us in satisfying the high level of demand."

Ends

Visit www.vc-net.net

Katie King vc-net Press Office Mobile: 07525 727288 Email: katie@2thefore.biz
--