



Better Communications For Your Business



Tel: 0844 880 2232

Email: marketing@pioneer-comms.net

Fax: 0844 880 2242

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PIONEER WINS NEW £200,000 CONTRACT

Leeds-based Pioneer Communication Solutions, one of the region's leading business to business telecoms solution providers, has won a new contract with Ultra Electronics Airport Systems, worth £200,000.

During the 30 month contract, Pioneer will provide telecommunications airtime, support and account management for Ultra Electronics Airport Systems, an international defence and aerospace company. Pioneer won the tender bid against fellow competitors for the business, which included Vodafone Corporate, O2 Corporate and T-Mobile Direct, as a result of its high levels of customer support, proactive management and a tailor made tariff created for Ultra Electronics Airport Group of Companies.

Marshall Frieze, Managing Director of Pioneer Communication Solutions, said: "We are delighted with this new partnership, one that really catapults us in to the wider communications marketplace. We have proved again that Pioneer can compete on price with the big boys, but offer so much more to add value. We look forward to continued success with Ultra and many other clients."

Michael Dyer, Head of Procurement at Ultra Electronics Group, said: "Ultra Electronics Airport Systems, part of the Ultra Electronics Group, is a fast moving business environment which relies heavily on its ability to communicate at any time and in any place around the world. With our recent transition of mobile telephony and data to Pioneer Communications Solutions, this has become much easier. The clear advantages that Pioneer Communication Solutions offers our business above other networks and suppliers is flexibility and dedicated account management, along with an unbeatable product set and business package for our users. Pioneer Communication Solutions was the ONE solution which was right for our business needs."

The open tender process invited all network providers and agents to make a proposal to Ultra Electronics Airport Systems' group mobile telephony requirements.

For more information about Pioneer or to speak to Marshall Frieze on 0844 880 2232 or email marshall@pioneer-comms.net.