



Bendell First for Networks First



Communications support services company Networks First held a channel partner event last month at Mercedes World, Weybridge Surrey.

Around 40 partners attended to hear Managing Director Peter Titmus outline his company's new service offerings for the coming year. Titmus stressed the need for channel partner to 'Land and Expand' within their customer bases with his advice being; "Once you have a customer, look after them and then widen the range of products and services you can provide them with."

The afternoon was spent on the Mercedes test track trying out manoeuvres not recommended for road driving. There was a competition for best driver which was won by Tony Bendell, Commercial and Pre-Sales Manager at Bull Infrastructure and Services Support who received his winner trophy from Steve Niven, Networks First Sales Director.