

Zintel Cogent enters the mobile market to deliver the full range of telecommunication solutions to New Zealand businesses

Business telecommunication specialist Zintel Cogent has entered into a Mobile Virtual Network Operator (MVNO) agreement with Telecom to wholesale its WCDMA cellular network. The MVNO will allow Zintel Cogent to meet more of its customers needs and provide a one-stop shop for telecommunication solutions.

Last October Zintel Group Ltd (NZAX:ZIN) acquired the business of Cogent Communications and has since integrated the NZ operations under Zintel Cogent Ltd, which provides the scale and national coverage to launch an MVNO. Zintel Cogent has a nationwide sales and service network, with impressive reach in 14 locations across the country.

Zintel's Executive Director, Paul Connell says that the MVNO completes Zintel's telecommunications offering. "We are now able to offer the full range of telecommunications solutions including design, business telephone systems, applications, service and support together with connectivity including fixed lines, mobile and data" says Connell.

Zintel Cogent is now a significant player in the telecommunications market and we are pleased to have them on board as an initial MVNO partner" says Telecom Wholesale General Manager of Marketing, Nick Clarke. "This is an exciting opportunity that will offer Zintel Cogent customers access to the wide range of mobile solutions from a leader in the market."

Zintel's Chairman and founder Nick Gordon says that Zintel has focused on providing a better customer experience and developing the latest tools to manage and maximise value from telecommunications. "Many years ago we were the first true wholesale customer of Telecom and we are pleased to be involved today with the launch of Telecom's mobile wholesale offering. Mobile is a logical addition to our product set and complements our toll free offering which we have lead with innovation in the New Zealand market for years. This is a very exciting time for the company in executing its growth aspirations, with the recent acquisition of Cogent and now expanding our offering into mobile voice and data," says Gordon.

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About Zintel Group

Established in 1995 and listed on the NZAX, Zintel Group Limited provides a broad range of business telecommunication solutions to companies across New Zealand and Australia. The Group comprises of three businesses - Zintel Cogent, Zintel Payments and Zintel Communications in Australia. Zintel Cogent provides innovative telecommunications solutions, including business phone systems, contact centre solutions, Toll free and voice services - through to network infrastructure and structured cabling. Zintel Payments is the exclusive New Zealand importer and distributor for Hypercom EFTPOS terminals. Zintel Communications Pty is Australia's Toll free specialist and provides a range of competitive business telecommunication services.