

FONE LOGISTICS

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VIEW FROM THE TOP

Fone Logistics has achieved its strategic objectives in line with its two-year plan. With the recent acquisition of Dextra Airtime, Fone Logistics is best placed to lead the market consolidation and act as the dealer champion. Its results from the last financial year saw an improved performance in revenues and a turnover measure of 116%.

Fone Logistics has set itself some challenging targets with a predicted further growth of 109%. After enjoying 12 months as an appointed O2 Advance Distributor partner, Fone Logistics is fresh from a strong performance over the past quarter. The biggest challenge this year has been operating within a consolidating market where competition is intensified as the available pool of business diminishes. This challenge has led to the acquisition of Dextra's airtime business leading, in turn, to our biggest opportunity to win the dominant share of the distribution market.

The biggest opportunities facing Fone Logistics is leveraging the benefit accrued from the Dextra acquisition to develop the business into the channel leader. This places Fone Logistics as a strong and robust provider, which is essential for dealers, as their ability to adapt and embrace the new technologies and services is tested and of essence.

After 12 years, Fone Logistics remains completely independent and continues to offer great customer service with support functions and facilities to enable dealers to build their business in confidence.



Julien Parven
Sales and marketing
director



Fone Logistics has been at the forefront of distribution for over 12 years. Leading the way in consolidating the distribution channel, we are ideally placed to offer you commercial strength coupled with service excellence.

Ian Gillespie, managing director

AIRTIME

Orange • O2 • T-Mobile • 3

HANDSETS

Motorola • Samsung • Sony Ericsson • RIM • Nokia • LG

PRODUCTS OFFERED

Contract/Sim-free handsets • Bluetooth headsets/accessories • Mobile phone insurance • Audio conferencing • Fixed-line and business mobility solutions and FoneCall-hosted VoIP

VALUE-ADDED SERVICES

Fulfilment service • Marketing support • Service and repair centre • Select Business partner programme • New product development

DEALER INCENTIVES & PROMOTIONS

Fone Logistics has launched its latest incentive programme worth over £10,000 in rewards – 'Lifestyles of the Rich & the Famous'. Over the next six months, our dealers could win amazing prizes ranging from a VIP trip to see Madonna in London, to the ultimate Christmas 'all wrapped up' with an overall winner being whisked to New York for a weekend. Fone Logistics maintains its Select Reward Programme

KEY CONTACTS

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