

# Fone Logistics wins Virgin Media contract

Distributor Fone Logistics has clinched an exclusive three month distribution deal with Virgin Media.

Through Fone Logistics, independent dealers are now able to offer customers a range of home broadband, telephone and TV bundles to suit any budget. Virgin Media offers market leading products and services, including ultrafast 50Mb fibre optic broadband and the UK's top on demand TV service, with thousands of hours of TV, films, music and kids programming and BBC iPlayer on its first TV platform.

Fone Logistics sales and marketing director Julien Parven said: "Within the converged market place we have obviously had to up our game in delivering a range of multimedia packages to give maximum opportunities for our dealers to earn more revenue, as well as being able to source their products from just one supplier. Securing this deal with Virgin Media is a great move forward and enables us to be further recognised, not only for being one of the leading suppliers of mobility solutions, but now in home entertainment, IT and telecom bundles."

Virgin Media sales director Rob Shardlow stated: "We are delighted that our relationship with Fone Logistics will bring Virgin Media services to the independent dealer community. Independent dealers can offer a great level of service and guidance to new customers and we're glad to provide an additional revenue stream that comes without stock risk to this sector."

The packages allow customers to benefit from great TV (including popular channels such as Virgin 1, Living and Sky 1) from £9 per month, fibre optic broadband from as little as £5 per month and fixed line phone, including weekend calls from £11 per month. Fone Logistics dealers will benefit from commission when sold.