

Telecommunications as it should be

Excellence Expertise Flexibility

Delivering Cost Savings without compromising Quality of Service

Whether a Small Business serving the Local Community or a Multinational operating around the Globe, we will assess your Individual Telephony Requirements, and use our considerable resource, to Deliver the Most Appropriate Solution for you.

- Audio & Web Conferencing - Global
- BT Line Provision – UK
- Fixed Line Call Routing – UK & EU
- Internet Access & Support - UK
- I.T Support - UK
- Mobile Airtime Provision – UK & Overseas
- Mobile Hardware Supply – UK & Overseas
- SIP / VOIP Solutions – UK & Overseas
- Tele-Marketing Numbers – UK & Overseas
- Telephone System Supply, Installation and Maintenance - UK



v e n t u r e
T E L E C O M



**For more information call
0800 012 6688**

About Us

Venture Telecom was established in 2005, with a single goal in mind:

To set a New Benchmark in delivering Telephony Services, driven by an Unyielding Determination to Meet and Surpass our Clients' Expectations.

Each Member of our Management Team has a minimum of 10 Years Telecommunications Industry Experience, to ensure we remain Consistent in delivering our customers' Key Requirements.

We strive to maintain a close working relationship with each of our clients, utilising our experienced Account Management Team. By working in Partnership and Building a Strong Relationship with our clients, and by Listening to and Understanding their requirements, Venture prescribes and implements the Most Appropriate Solution to Maximise User Benefits and return on investment.

Venture Telecom offers a broad range of telephony products and services, combined with extensive industry knowledge, a desirable client portfolio and a hands-on approach to account management. Venture has grown at a dramatic pace.

Global Service





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Venture have been providing telephony solutions to business since 2005, offering extensive experience in delivering fixed line and mobile services.

We recognise that clients require a level of service that gives them security and confidence whilst delivering a competitive advantage.

Venture strives for excellence, reflected by our investment in customer support and account management, upon which we have built our business and which is second to none in the industry, ensuring the highest level of service is provided at all times.

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- A Single Point of Contact to manage your account on a day-to-day basis, ensuring you receive the highest quality of service and support at all times
 - Competitive Pricing
 - Proactive Account Management
 - Regular Tariff Reviews, ensuring you remain on the most cost effective tariff plan for your usage over the term of your contract
 - Accurate and User Friendly Cost Reporting/Billing
 - Flexible Billing and Bespoke Reporting formats provided free, designed to suit your exact requirements
 - Experienced Project Managers to ensure a seamless transfer to Venture

Benefits of Aggregation

Telecommunications Today

Dramatic deregulation in the global telecommunications industry, combined with spectacular technological advances, has given businesses the freedom to use alternative 'service providers.'

Established global telecommunications companies are offering access to their digital communications networks at considerably reduced rates.

Good news in theory, but in practice, taking advantage of this significant advance is not so simple.

These major Carriers are in contention for market share. Buyers keen to maximize these opportunities, and inundated with sales calls, have to pick their way through a maze of tariff schemes, discounts and billing structures, connection and billing charges; all in a highly competitive market where new offers appear every month.

It's not surprising that buyers have been reluctant to subject themselves to the learning process, even though they know there are savings to be made.

What is the answer?

As a leading Independent UK Aggregator, Venture Telecom constantly monitors all the Major Carriers pricing strategies, and then technical expertise enables us to channel our clients' telecommunications traffic through the most beneficial route.

As the market continues to develop, Venture Telecom's depth of understanding will ensure that our clients will be the first to take advantage of these new benefits. Additionally, as Venture Telecom acts on behalf of substantial organizations, we are in a powerful negotiating position.

The result:

- Access to a Resilient Global Super-Network at the lowest rates available
- All the Expertise, all the Benefits, none of the hard work
- Implementation is Seamless; clients just make calls and send data as usual, whilst enjoying the beneficial impact on their budgets

Good news in theory and in practice.

Introduction to Fixed Line

Alternative Carriers to British Telecom

There are an increasingly large number of alternative carriers to British Telecom operating within the United Kingdom.

The key issues to address when selecting an alternative carrier to British Telecom are:

- Quality of Service in terms of Connectivity & Customer Support
- Competitiveness of Rate
- Format of Billing Information
- Long Term Tariff Competitiveness

As an Aggregator, Venture Telecom provides guidance in provisioning service with only those carriers able to demonstrate a successful track record in routing clients call traffic without compromising quality of service, maximizing cost savings in both the short and long term.

Regardless of the carrier/s provisioned, the frequency with which the carrier/s is changed, the client is billed by Venture Telecom; in whatever the required format i.e. hard copy paper or digital excel delivered by email.

The real benefits of Aggregation are twofold: greater network resilience and long term tariff competitiveness

Quality of Service

Personal & Proactive

The LCR market is littered with disgruntled end-users, frustrated by empty promises, dealing with suppliers that do not value, nor add value to their business. Established service providers are a victim of their own success, massive investment requires sales on a grand scale, unfortunately investment in customer service and account management resource rarely runs parallel. The words “transparent” and “seamless” are often used by prospective suppliers to define an “ideal” standard of service that British Telecom would not undertake to deliver, in fear of clients threatening legal action for compensation due to a break in service.

Venture Telecom’s ethos is based upon proactive account management; we make every effort to ensure

our clients receive all the help and advice they require. We partner with Network Operators and Tier 1 Carriers to route client calls, limiting the likelihood of network failure/downtime.

Rate Reductions

Maximising Cost Savings without Compromising Quality of Service

Alternative carriers to BT provide access to a more cost effective means of communication. Due to fierce competition between carriers the company offering the best tariff is constantly changing. Unless customers switch carrier on a regular basis they will not benefit from on-going cost reductions. In many cases this degree of flexibility is not possible due to a lack of resource; this is where Venture Telecom can assist. As an Aggregator, Venture Telecom manages its clients’ call traffic on a daily basis using only those carriers who remain competitive within the marketplace at any given time.

The majority of service providers would have clients believe that the LCR market is all about rate, the cheapest tariff governs the best deal. Unfortunately, “airtime/bandwidth” is not a commodity that varies in cost alone. There are real differences in line quality. All service providers, including British Telecom, compress. Those that do so above 5:1 run the risk of providing a sub-standard level of service. In simple terms should a service provider compress beyond 5:1 the client may experience difficulty in connecting with their destination number. All Network Operators and Tier 1 carriers compress at 5:1 or below minimising the likelihood of their users experiencing connectivity problems.

Within the confines of Network Operators and Tier 1 carriers differences in rate / tariff signal particular strengths and weaknesses, i.e. where a carrier has an abundance of capacity to particular destinations they offer more competitive rates as opposed to those destinations where they have little or no capacity and are reliant upon a third party i.e. another carrier to deliver their clients calls.

As an Aggregator, Venture Telecom manages its clients’ calls, routing them with whatever carrier offers the best wholesale rate without compromising connectivity i.e. we cherry pick.

Single Service Provider Solution

Single Service Provider - Access to Multiple Carriers - Single Invoice

Assuming you dealt directly with a variety of carriers this would result in a number of bills produced on separate sheets of paper or discs. The result being that it would take lengthy investigation to collate any useful management information. Venture Telecom will least cost route on your behalf; regardless of the number of carriers employed to deliver the required tariffs all billing records will be merged onto a single invoice / set of reports.

Billing Information

Accurate & User Friendly Cost Reporting

Numerous paper bills make it a logistical nightmare to determine the true spend of an organisation on call traffic. Furthermore it would be almost impossible to produce any form of accurate call management report. The advantage of a digital bill being that it removes the need to file and wade through pages of call data, providing the required data almost instantaneously at the touch of a button.

Accurate billing has been somewhat of an uphill struggle to achieve, due to the inconsistent manner in which client call data records are gathered and presented by carriers. It may take a little effort to interpret but British Telecom produce some of the most accurate call data records in the industry.

Problems arise when service providers choose to outsource the billing function to a third party or rush bills out to clients for quick payment, without running the necessary checks. Venture Telecom's approach is based on the implementation of an in-house billing platform in order that we are in control of vetting all data records presented by the carrier before they are input and client bills generated.

Regardless of the number of carriers Venture Telecom use to route client calls, a single bill is generated. Although a hard copy VAT invoice is posted we generally email all reports and itemisation. We can also offer bespoke formats with little or no delay in their implementation.

Ongoing Tariff Management

Regular Client Reviews

As competition increases and wholesale prices drop, Venture Telecom will automatically pass on additional rate reductions to our existing client base. This is not normal practice within the industry as service providers by nature wish to maximise their margins, as opposed to saving their customers money.

Probably one of the most important criteria when selecting a service provider, but in practice this element is often overlooked. As a general rule of thumb, the majority of service providers do not review clients' tariffs unless prompted by the client or in an attempt to retain a client who has been offered a better deal by an alternative provider. The majority of service providers believe that once a client has chosen a service provider they will not review the situation more than once every 12 to 18 months, assuming the client has no issue with quality of service i.e. the ability to make phone calls without incident. Service providers also believe that when a client conducts a review and a better offer presents itself they will most probably give the incumbent the opportunity to match or improve on the deal offered by the alternative provider. In many cases these assumptions hold true, as clients perceive change as an upheaval and time consuming; in reality change is painless and creates no workload for the client as the new service provider deals with everything.

Venture Telecom's success is based on proactive account management, conducting regular client reviews once every three to four months, at which time rate improvements are presented. It is also an opportunity to address any issues that may arise and present other associated products and/or services that may be of interest.

In all honesty we do not wish for our clients to become a figure on the balance sheet. It is our intention to add value to a client's business, to maintain a personal touch increasing the likelihood of long term account retention.

UK Fixed Line Services

BT Wholesale Line Rental – [WLR]

Due to the continued De-Regulation of the UK Telecommunications Carrier Market, OFCOM [The Independent Regulator & Competition Authority for the UK Communications Industries] have forced British Telecom to rescind their monopoly over Line Rental Charges.

What Does This Mean?

In the past only British Telecom could invoice a British Telecom Line Rental Customer for their BT Line Rental Charges. The new ruling enables a third party [such as Venture Telecom] to bill/invoice BT Line Rental Customers for their BT Line Rental Charges.

Outbound Call Routing - [CPS] - Carrier Pre-Selection

There are a sizeable number of Alternative Carriers to BT operating within the United Kingdom. Each Carrier has 'Equal Access' to BT's Network and is capable of delivering the same service for significantly less cost. In order to access these cost reductions customers' outbound calls must be prefixed with an 'Access Code' [each Carrier has their own unique Access Code]. In the past the Access Code would be programmed into the Customer's Telephone System; due to technological advances the Access Code is enabled remotely by BT on the BT Exchange serving the Customer. **Implementation is seamless; clients just make calls and send data as usual, while enjoying the beneficial impact on their budgets.**

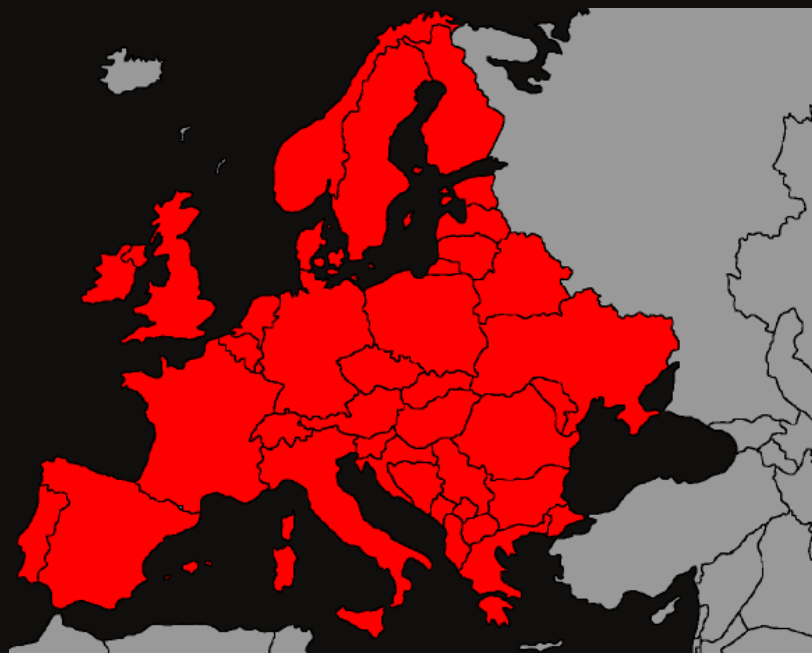
By assigning your Outbound Call Routing and BT Line Requirements to Venture Telecom you achieve [1] Cost Savings, [2] Single Invoice [3] Single Point of Contact for All your Fixed Line telephony requirements.

EU Fixed Line Services

Outbound Call Routing - [CPS] - Carrier Pre-Selection

There is a vast array of Alternative Carriers operating throughout the EU. Each Carrier has 'Equal Access' to Each Country's National Network and is capable of delivering the same service for significantly less cost. In order to access these cost reductions customers' outbound calls must be prefixed with an 'Access Code' [each Carrier has their own unique Access Code]. In the past the Access Code would be programmed into the Customer's Telephone System; due to technological advances the Access Code is enabled remotely by the Domestic Network Operator.

Implementation is seamless; clients just make calls and send data as usual, while enjoying the beneficial impact on their budgets. By assigning your Outbound Call Routing to Venture Telecom you achieve Cost Savings.





Introduction to Mobile

Individual, Unique & Bespoke Solutions

Due to Venture Telecom's Unique Relationship with UK & Overseas Mobile Network Operators, Venture Telecom is able to offer Bespoke Solutions both at Home and Overseas. We provide Native Mobile Connections in 34 Countries spanning 5 Continents; these include Australia, China, France, Germany, South Africa, Switzerland & USA.

Our Mobile Specialists work in Partnership with each of our Clients to determine the most Cost Effective Solution based on your Actual Call Profile and Requirements.



We provide Bespoke Billing Formats tailored to your Individual and Specific Requirement; these can be provided in whatever the required currency. All Services provided by Venture Telecom are Supported from Our UK Head Office, based in Kent, creating a Single Point of Contact for All Your Mobile Telephony Requirements.

Mobile Airtime Provision UK

O₂ and Vodafone

Venture Telecom is an Authorised Reseller for O2 & Vodafone, which are widely accepted as the UK Mobile Network Operators Best Suited to meet Business User Requirements. Venture Telecom has access to all Network Direct Tariff Plans and Services within the Public Domain, in addition to Bespoke Tariff Plans and Services specifically Designed to meet Our Business Clients Requirements. We are able to offer UK Solutions that are specifically Tailored to your Actual Call Profile and Requirements. Whether a company with mobile users predominately based in the UK or that spend a large amount of time overseas, Venture Telecom can offer a Solution that will dramatically reduce your Overall Costs whilst improving the Service you receive.



Mobile Airtime Provision Overseas

Overseas SIM Solutions

In addition to our UK Mobile Solutions, Venture Telecom offers a raft of Global SIM Solutions in 34 Countries spanning 5 Continents; these include most European Countries and Key International Countries such as Argentina, Brazil, Canada, China, Hong Kong, South Africa and USA. This Solution is ideal for organisations with users that travel or work overseas on a regular basis. As these SIM Cards are connected to a Local Network the user does not incur Incoming Call Charges (whilst in the home country) and Calls within Country (Landline, Mobile, Voicemail etc.) are charged at local rates.





Mobile Devices

Mobile Hardware Provision

To Support our UK and Overseas Airtime Solutions, Venture has Invested and Developed an Equipment Fulfilment and Support Service. Whether you require a device delivered within the UK, Europe or further afield Venture's Mobile Fulfilment Team will ensure it is Delivered On Time and Set Up with the Required Network Settings for Your Tariff.

This Service Includes a Device Repair & Replacement Service.





Reservationless-Plus Conferencing

Access to Global On-Demand Conferencing

Reservationless-Plus Conferencing provides users with access to On-Demand Conferencing, enabling you to conduct a Conference Globally 24 Hours a Day, 7 Days a Week, 365 Days a Year, without the need to make a Reservation or rely on an Operator.

Holding a Conference is as simple as Dialling a Local Access or Freephone Number and Entering your own Personalised Conference Code. The Leader of the Conference is provided with a Unique PIN to schedule a Conference. Reservationless-Plus Conferencing is suitable for up to 100 Conference Participants.

Benefits Of Reservationless-Plus:

- NO Reservations required
- NO Duration Limits – Meet for as Long as Required
- NO Operator needed but available if necessary
- Host or Leader of Conference has access to an array of conference commands and controls
- Private Host or Leader PIN for Security

Event Connect

Global Event / Operator Assisted Conferencing

For a more Formal Approach to Your Company Conference, look no further than Event Conferencing.

- Host a Company-Wide Quarterly Review
- Conduct Product Launches or Announcements
- Hold a Press Conference
- Communicate with Potential, and Current Customers
- Arrange guest speaker events

Benefits Of Event Connect:

Easy Access:

- Separate Speaker and Participant Dial-In Access Numbers ensure everyone is joined to the Event Quickly and Efficiently
- Participants are Automatically placed into the Conference with Music on Hold, until the speaker is ready to begin
- Speakers are Greeted by an Operator who can Answer any last minute questions before initiating the Event

Speed:

- Participants can Pre-Register in a matter of Minutes
- Streamlined Participant Entry helps to ensure the Event starts On Time, even when expecting a large number of attendees

Quality:

- High Quality Conferencing maintained Without Operator Intervention for the participants

Feature Rich:

- Choose from a range of Premium 'Surround the Call' features to help Tailor the Event to meet requirements
- Make the Event more of a Bespoke Experience and Add Features such as a Q&A, Polling or a Communication Line

Digitally Record the Event to Dial-In for future Playback, have the Recording delivered on a CD or as an MP3 File, or request a Transcription to keep on file. Our expert reservationists will be able to advise on the features which best suits the event's purpose.



Unified Meeting

Bring People Together Quickly

Unified Meeting enables you to Quickly and Easily bring people together from Anywhere in the World, so they can See what you want to Show Them, Hear what you have to Say and Interact in order to Learn, Collaborate and Make Decisions. You are provided with Audio, Web and Video Conferencing in a Single Proprietary System that Integrates with Everyday Business Tools, such as Calendaring Systems and Instant Messaging Clients, so Starting and Joining Meetings is achieved with a Click of the Mouse. The best part is that all of this as a managed service for you.

Reliable and Secure Unified Meetings enables you to Present PowerPoint® Slides, Share Applications, Quiz and Survey Participants and Show Web Sites, all with the Same Impact and Results as In-Person Meetings. Hence you meet more Productively and More Often without the Time and Expense of Travel.

Use Unified Meeting for:

- Sales Presentations
- Training and E-learning Programs
- Marketing Seminars
- Product Launches
- Departmental Meetings
- Company Announcements
- Collaboration and Project Management

Unified Desktop

Complete Communications Portfolio

Unified Desktop access delivers a complete End to End Hosted Unified Communications Portfolio which includes IP Telephony Voice, Presence, Instant Messaging (IM), Audio/Video/Web Conferencing and a Leading Range of World Class Collaborative Tools available anywhere today.

Unified Desktop Provides Access to:

- PC to PC voice
- PC to PC Video
- Group Instant Messaging
- IM/Presence
- Federation
- File Transfer
- Desktop Sharing
- Ad-Hoc Conferencing
- Schedule Web Conferences

Unified Desktop Benefits:

- Global 24/7 Support
- Adoption and Training
- Lower Capex and Opex
- Reduced Carbon Footprint
- Local Management of Roll-Out and Deployment
- Communicate with External Partners through Federation
- Increased Productivity – Save up to 30mins per day per user
- Faster Decision Making – Decrease your sales cycle by up to 20%
- Better Team Work – Collaborating through Unified Desktop features



Internet Access

High Quality and Affordable

Venture Telecom has a Comprehensive Suite of Products in our Portfolio, allowing us to Supply the Solution that Best Fits your company's individual requirement. Whether this is the latest High Speed DSL Broadband Service, a Multi-Site VPN or a Leased Line. We also supply Domain Names, Web and Email Hosting, providing clients with a 'Turn-key Solution' to accommodate All your needs.

Business Broadband:

Our Business Broadband Services offer High Quality, Affordable & Technically Supported Broadband with Download Speeds of up to 8 or 24 MBPS dependent upon your location.

These Value for Money Packages provide a Generous Monthly Download Usage, with the Added Benefit of purchasing Extra Usage should you require, along with Free Fixed IP Addressing as Standard.

Fibre Broadband:

Our Superfast Fibre Broadband Services offer Download Speeds of up to 40MBps and Upload Speeds of up to 10Mbps dependent upon your location. These Superfast Services will allow your business to do more and quicker than ever before.

Our service offering will deliver a Premium Internet Experience, for a Fraction of the price, compared to Traditional Leased Line Solutions.

Leased Line:

Our Leased Line Solutions provide Enterprise Class Connectivity to your business with speeds from 1Mbps up to 1Gbps. They are Scalable, Reliable and Ideal if you need Consistent High Speed Connectivity, either between your sites, over the internet or to support your cloud services. Our Leased Line Services benefit from Guaranteed Upload & Download Speeds throughout the day, including peak times, and also offer a Guaranteed SLA on Uptime.

EFM:

Our Ethernet First Mile Services provide a High Speed Service up to 10Mbps. Unlike a traditional leased line which uses fibre to connect you to the exchange, EFM uses multiple copper pairs. This means Lower Costs, High Resilience and a much Quicker Installation Time. These services also benefit from a Symmetrical Speed, so you get the Same Speed Uploading and Downloading. We can provide a range of speeds starting from 2Mbps incrementing by 2Mbps up to the maximum 10Mbps. The speed available will depend on your location.

Because EFM uses copper lines that are usually already in place, you benefit from Cheaper Installation Charges and Monthly Rentals than you would normally, against a traditional leased line, with savings usually around 65%.



I.T Support

To Suit Your Needs

Venture Telecom's Comprehensive and Flexible offering, allows us to provide a Bespoke Solution that Fits the Exact Needs of Your Business. We understand that 'one size does not fit all', and offer solutions that start from a simple Pay as You Go Scheme or for complete Peace of Mind a Fixed Monthly Maintenance Fee Scheme. We can provide Telephone, Remote or Onsite Support depending upon your individual requirements.

Desktop Support:

We understand that User Productivity within your business is Essential and know how Frustrating it can be when things just aren't working the way they should be. Our Team of Microsoft Certified Engineers are on hand to assist you with any queries, and resolve these Quickly and Efficiently, allowing you to get on with doing business.

Server/Infrastructure Support:

Allow us to take over the Day to Day Management Tasks of your Server/s & Infrastructure and provide a Cost Effective Solution that allows you to be Safe in the Knowledge that your system is:

- Patched to the latest Microsoft requirements
- Secure & Virus Free
- Proactive Monitoring
- Day to Day Tasks Completed Freeing up Valuable Resource

Hosted Exchange:

Our Hosted Exchange provides you with access to Email, Calendar, and Contacts from virtually anywhere, at any time, on desktops, laptops, and mobile devices - while it helps to protect against viruses and spam.

Features:

- Work from almost anywhere and receive automatic updates on email, calendar, and contacts, on the device/s you use most, including:
 - PCs
 - Macintosh Computers
 - iPhone
 - Android phones
 - Blackberry Smartphones
 - Windows Mobile
 - Windows Phones.

- Get Professional, Easy-to-Manage Email. Exchange Online provides each user with a 25 GB Mailbox, allowing the user to Send Email Messages up to 25 MB
- Connect with Microsoft Outlook 2007 or 2010 to Access Feature Rich Functionality you already Know and Use, whether you are connected to the Internet at Home or in the Office or Working Offline
- Schedule Meetings by Sharing Calendars and Viewing them side by side, so you can see your colleagues' Availability and Suggested Meeting times from Your Calendar
- Access your Email, Calendar, and Contacts from almost Any Web Browser, whilst Maintaining the Rich, Familiar Outlook Experience with Microsoft Outlook Web App
- Help Protect your organization from Spam and Viruses with Microsoft Forefront Online Protection for Exchange, which includes Multiple Filters and Virus-Scanning Engines.

Hosted SharePoint:

Our familiar Microsoft SharePoint Server Technology delivered as an Online Service makes the Power of the Cloud work for your organization. SharePoint Online lets you Create Sites to Share Documents and Information with colleagues, and customers.

Features:

- Manage and Share Important documents with colleagues
- Share personal Insights and Status Updates with colleagues
- Keep teams in Sync and Manage Important projects
- Find Important documents and people easily
- Stay up to date with Company Information and News
- Create Microsoft Office documents and save them directly to SharePoint Online
- Protect Sensitive Content with Document-Level Permissions
- Access Important Documents Offline by using SharePoint Workspace
- Enable Real-Time Communication with colleagues from within SharePoint Online
- Control Service Provisioning, Monitoring, and Reporting to Simplify Management through a Single Console.

Telephone Systems

Solutions and Maintenance

We have a range of Business Telephone Solutions, incorporating the latest Toshiba and Avaya Systems, that can be tailored to the individual needs of your company.

Avaya IP Office:

Avaya IP Office is an All-In-One Solution specifically designed to meet the Communications Challenges facing Small and Medium Sized Businesses. Due to its Modular Design, the solution can scale from 2 to 360 extensions to meet the needs of Home Offices, Standalone Businesses, and Networked Branch and Head Offices.

Built on Avaya latest advancements in Converged Voice and Data Technology, Small to Mid-Sized Businesses can benefit from many of the advantages Sophisticated Communications deliver to their Operations.

Toshiba:

The Toshiba Strata CIX has been designed as an Intelligent Communications Platform, that can be adapted to suit the requirements of virtually any organisation. The flexibility and versatility offered by the intelligence of Strata CIX makes employees More Productive, Reducing the Cost of Communications and Delivering Value to your business. Toshiba 's technology is built with the future in mind, providing your business with a clearly defined investment protection strategy.

Feature Plus:

Coming Soon

Maintenance:


Our Telephone System Maintenance Packages come in Various Shapes and Sizes to suit your Budget and required Response Times; all are backed by our Fully Trained and Certified Engineers.



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