

## BYTES...

### STATS

Tech companies could lose an average of \$74 (£41) million per day - or \$37.3 (£29) billion per month - as a result of data breaches, according to research published by cloud solutions company Iomart.

### Q2 WORRIES

European revenue growth in distribution climbed into positive year-on-year figures for the first time in a month during the week ending April 26, but reduced business and consumer demand is likely to see overall figures decline in Q2, according to COMTEXT.

## NEC BRINGS CLOUD UCAAS AND CCAAS TO MARKET WITH INTERMEDIA

NEC HAS ANNOUNCED a global strategic partnership with Intermedia. Together, NEC and Intermedia are launching NEC UNIVERGE BLUE CONNECT, a fully integrated and born-in-the-cloud UCAAS solution, and NEC UNIVERGE BLUE ENGAGE, a CCAAS solution for businesses of all sizes.

This partnership agreement with Intermedia represents NEC's rapid global expansion into cloud-based communications and collaboration services.

Sold primarily under private label through a large network

of reseller partners and major IT distributors, Intermedia's solutions drive the communications for businesses of all sizes - from SMB to mid-market to Fortune 1000.

NEC UNIVERGE BLUE CONNECT and ENGAGE are built on Intermedia's proprietary technology and support will be brought to market through NEC's partner ecosystem.

"The global NEC Group continues to be committed to helping customers solve a wide array of both business and societal issues and challenges,

not the least of which is building a sustainable and more efficient society through the digital transformation of business infrastructure. This partnership for the delivery of cloud-based communications, collaboration, and contact center solutions with Intermedia allows NEC and its global network of partners to build toward a brighter future with the utmost care for quality, cost, and customer service," said Kimihiko Fukuda, Senior Vice President, NEC Corporation and President, NEC Platforms.

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## CityFibre introduces deferred billing on Ethernet installations

CITYFIBRE HAS ANNOUNCED a new initiative that helps channel partners support business customers during the COVID-19 impact by deferring billing on new Gigabit Ethernet installations for up to 90 calendar days.

The 90-day grace period applies from the installation date of new orders of CityFibre Ethernet Flex 1Gbps and CityFibre 1Gbps bearer-based Ethernet circuits, unless the customer requests the connection be activated sooner because they have returned to working from their premises. The initiative currently covers orders placed until the end of May 2020, and also includes existing orders that customers have put on hold.

Head of Wholesale, Andy Wilson (pictured) said: "We understand the pressure our channel partners and their customers are facing in the current COVID-19 situation and are finding ways to help them and their customers wherever

possible. We've listened carefully to partners' experiences and concerns in recent weeks and developed this initiative to help them overcome customers' fears about progressing with Ethernet installations when they don't know how soon they'll be able to return to their normal premises."

Wilson added: "The UK Government has requested that telecommunications operators continue to build as well as maintain networks as COVID-19 impacts our daily lives, recognising that infrastructure is critical to allowing both society and the economy to function and to enable rapid economic recovery when the crisis is over. CityFibre is continuing to build while other infrastructure builders have needed to announce postponements to some elements of their business service provisioning - in the dates from which their site visits will resume, for example."

