TAL’S GROWTH IN RESIDENTIAL BROADBAND SECTOR GETS EZE TALK BOOST

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TAL’s growth in Residential Broadband sector gets Eze Talk Boost

Telecom Acquisitions’ success in securing home broadband customers continues at a pace following its latest deal with Eze Talk Residential.

Commenting on the deal, which means TAL will acquire only Eze Talk Residential’s 2,800 strong base of residential customers, CEO Nigel Barnett said: “More and more ISPs and network providers like Eze Talk have found that servicing residential connections is time consuming and a drain on resources. We have a formula that works, which is backed up by scores of 4.5 stars including 10,700 reviews on Trust Pilot.

“Eze Talk Residential was part of the very successful Eze Talk Group that has been established 22 years and is serious player in the B2B space. Eze Talk Residential is a traditional telephony base including lines, calls, broadband and all the BT services that go with it.

“Personally, this acquisition means a lot to me, as Eze Talk helped me with the residential sector when we first setup 13 years ago. The family have really established themselves in the B2B sector and their trust in us taking over their residential side means a lot. There are so many synergies between the companies our relationship will grow even stronger.”

Eze Talk Managing Director Mike Walsh commented “Residential business in our early days was the main stay of our business, but as we are all aware markets change and many years ago, we decided B2B was a more sustainable route for the future. Nigel is a character in our industry and hats off to a man that has put circa 100,000 customers together in four short years and we feel comfortable that our customers will be in excellent hands.”

The Eze Talk deal, combined with organic growth which has seen 2,750 more homes connected by TAL in May, has given the company a platform for further expansion in the summer. This has been boosted by a marketing deal with City Fibre, which has kicked off a door-to-door campaign across its entire footprint over the next six months.

“Our acquisition of residential bases are paying dividends. For example, working with us, OpenFibre in Hull has quadrupled its base in just eight months and No One Internet has added a third in just three months,” said Barnett.

TAL, the holding company for Home Telecom, Fleur Telecom and Eclipse Broadband, is continuing to negotiate with other prominent altnets for further expansion.

“We are always looking for further opportunities and we’re open to any sort of discussion,” added Barnett.

Picture shows Eze Talk Director Mike Walsh (left) and TAL CEO Nigel Barnett shaking hands on their residential deal.

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