

# First Focus acquires Mitel platinum partner Flexnet

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National managed service provider First Focus has acquired Mitel IP communications specialist Flexnet.

The purchase of Flexnet by First Focus adds advanced unified communications expertise in Mitel and Shoretel systems, and represents the first acquisition by privately owned First Focus since the 2014 addition of a Perth MSP.

Ross Sardi, CEO of First Focus said adding the Flexnet team and services to First Focus provided a much deeper capability in unified communications.

"It also allows us to expand Flexnet's reach to become a truly national organisation, with a presence across every Australian state and New Zealand. But most importantly the people are closely aligned with our own values, and with a common goal to help others use technology," said Sardi.

Victorian based Flexnet recently achieved Mitel platinum partner status in August, and will continue under the Flexnet brand.

Frank Skiffington, APAC Regional VP Sales for Mitel said "Mitel are delighted that Flexnet is now part of First Focus, and at the same time have been elevated to Platinum status. Both organisations have demonstrated the highest levels of dedication, commitment and in-depth knowledge for our solutions portfolio, as well as a deep understanding of the evolving needs of SME and enterprise businesses."

Australian businesses continue to gravitate more and more towards cloud based unified communication solutions, and they expect a seamless service experience.

"By combining Flexnet's expertise in IP communications with First Focus' broad range of technology solutions, we have the in-house expertise to deliver the complete communications solution for our clients," added Sardi.

## About First Focus

Established in 2003, First Focus is a privately-owned company and Australia's #1 Rated Managed Service Provider\*. With a combined team of over 150 people across Australia, New Zealand and the Philippines, our expertise covers the full range of services across IT support, security, cloud, connectivity, communications and more. Our promise to our customers is that we have the best people, provide expert advice, deliver a fast response, and work towards zero risk, both technically and commercially. [firstfocus.com.au](http://firstfocus.com.au)

\* [cloudtango.org/topMSPs/AU/](http://cloudtango.org/topMSPs/AU/)

## About Flexnet

Flexnet are Victoria's premier Mitel provider. Formed in 2001, Flexnet has a wealth of communications experience. We offer only the most trusted products and professional services to our clients, which is why we are delighted to be a Mitel platinum partner. Our partnership with Mitel enables us to provide cutting edge PBX phone systems and unified communication solutions to organisations throughout Australia and New Zealand. [flexnet.com.au](http://flexnet.com.au)

## About Mitel

A global market leader in business communications powering more than two billion business connections, Mitel helps businesses and service providers connect, collaborate and provide innovative services to their customers. Our innovation and communications experts serve more than 70 million business users in more than 100 countries. For more information, go to [mitel.com.au](http://mitel.com.au) and follow us on Twitter @Mitel\_AU

## Contacts

Ross Sardi CEO First Focus  
02 9007 8186  
mailto: [ross.sardi@firstfocus.com.au](mailto:ross.sardi@firstfocus.com.au)