



Mobile Industry Awards Categories



Best Airtime Distributor



Criteria

- Biggest impact
- Radical new ideas and/or business model
- Identifies latent demand and executes a strategy to meet demand
- Accelerated development

Judged by

- Shortlist devised by submissions and suggestions
- Operator panel
- Retail panel

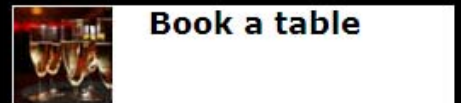
Shortlist

- Avenir Telecom
- Fone Logistics
- HSC
- Mainline Digital Communications

How to apply

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- Agent Provocateur
- Commentators
- Content and Services
- Convergence
- Distribution
- Manufacturing
- Marketing
- Operators
- Retail
- Technology

The 50 Most Influential People in the Mobile Industry 2010

Convergence

Convergence has been talk of the industry for such a long time and finally the wheels are turning. The operators are driving it forward, but others are like Avenir are making waves.

	Tom Gardner, Business Development Manager for M2M Market, 3...		Andy Tow, Managing Director, Avenir...		Graeme Oxby, Managing Director, Virgin Mobile...		Ben Dowd, Business Sales Director, O2 UK...		Peter Kelly, Enterprise Director, Vodafone UK...
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Andy Tow, Managing Director, Avenir



Avenir received a string of accolades from O2 last year and all sources point to Tow as the driving force behind its success. Tow took the top position at Avenir in November 2008 and has remained completely focused on making Avenir an attractive business to work with in the market. He has the respect of his partners, from O2 colleagues through to the dealers connecting through Avenir. Tow has overseen a new strategy at the distributor, as the driving force...

Your comments count: Help us choose the person of the year

3 COMMENTS (You must be logged in to rate!)

	Rachel Pidoux An amazing achievement - well done to Andy and all at Avenir Telecom!	5/27/2010 4:03:51 PM
0  		
	Ben Acheson Just a taste of great things to come for Avenir - well done Andy and the team.	5/27/2010 1:28:37 PM
0  		
	Vedia Johnson What a fantastic honour, both for Andy and Avenir Telecom to be nominated for such a prestigious award. Congratulations to all!	5/27/2010 12:51:01 PM

Dealer News [More](#)

- Frequency Telecom adds iPad accessories to range
- Olive targets IT resellers with iPhone for business strategy
- GK Telecom launches new Sim product
- T-Mobile will continue after merger, says indie retail chief
- Fonehouse plans b2b market assault
- Data Select moves to Slough
- 3 targets retailers with HSC b2b programme
- Barclays to hold annual racing event

Distributor Directory



Brightstar Europe

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Dealer Profile

Marcus Richardson, Pure Mobile

When was Pure Mobile established? Pure was incorporated in March 2008. I have been in b2b telcos for 13 years, and myself and Gavin Tedstone felt that there was an opportunity in the market to create a ...

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5/12/2010 11:38:02 AM

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O2 'SME council' to step up indirect



Network to deliver SME proposition in June

O2 is aiming to create an SME proposition council in early June to deliver stronger propositions to the market, O2 business sales director Ben Dowd told *Mobile* last week.

The council will include several types of partners from the b2b side of the business, including Centres of Excellence and **Avenir** which recently announced that it had entered into a five year strategic deal with O2.

Dowd said: 'It's a very good way of validating customer insight. Customers and channels that are very close to whats happening in the market. We will have a valuable means of getting insight and it will be a good way of being able to collaborate'.

The council will meet as often as it needs to meet and will be driven by market requirements.

The new **Avenir** deal will see the distributor working with O2 for a further five years, building on the pairs existing relationship. The strategic deal means that **Avenir** will benefit from exclusive marketing

Latest Comments

[hbtaridusjett84](#) [link](#)
[Sheena@Mobile](#) on 5/12/2010 9:36:05 AM
thnx much appreciated
monday i will be in barking tues east ham weds stratford and forest gate

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