

## **PRESS RELEASE**

Date: 31 January 2012

### **Sue Fox appointed Sales Director at Arqiva to drive sales in Government team**

Arqiva, the communications infrastructure and media services company, today announced the appointment of Susan Fox as sales director for the Government team, within the company's Government, Mobile & Enterprise business unit.

Fox will lead a team across the UK to manage relationships with Arqiva's 100+ customers in the government sector, including the Metropolitan, Warwickshire and Strathclyde Police Forces, North Wales Fire and Rescue Service, the Maritime and Coastguard Agency, the RNLI and established companies such as BAE Systems Detica and National Express.

"Joining a company with Arqiva's reputation, relationships and diverse product portfolio represents a fantastic opportunity for me and I am delighted to join such an experienced team" said Fox. "I look forward to utilising Arqiva's proven track record of working in partnership with organisations to deliver strategic managed services - by aligning our solutions to the needs of our customers and the environment they operate within – and to drive the company's existing services into new markets."

Arqiva provides a diverse portfolio of critical communications products and services for local government and the emergency services, which include ICT and terminal managed services, radio network provisioning services, control room services and fixed radio network provisioning services.

Fox joins the company having previously headed one of the sales teams at Openreach, BT's infrastructure division, which provides telecom operators with access to BT's local network.

Andy Norris, Government Director at Arqiva, said: "We welcome Sue to Arqiva at an exciting time for the company. Delivering against business-critical requirements is a key success

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factor within the government sector and Arqiva's national presence goes a long way to supporting this need. Sue brings with her a wealth of experience which will help increase Arqiva's presence within this marketplace."

- Ends -

### **About Arqiva**

Arqiva, the communications infrastructure and media services company, operates at the heart of the broadcast, satellite and mobile communications markets.

The company is at the forefront of network solutions and services in the digital world. Arqiva provides much of the infrastructure behind television, radio, satellite and wireless communications in the UK and has a significant presence in Ireland, mainland Europe and the USA. Customers include major broadcasters such as the BBC, ITV, BSkyB and the independent radio groups, major telco providers including the UK's five mobile network operators, and the emergency services.

[www.arqiva.com](http://www.arqiva.com)

### **For more information please contact:**

Simon Rothwell/Iago John  
Harvard Public Relations  
Tel: +44 (0) 207 861 2800  
email: [arqiva@harvard.co.uk](mailto:arqiva@harvard.co.uk)

Bruce Randall  
Arqiva  
Tel: +44 (0)1962 822582  
email: [press.office@arqiva.com](mailto:press.office@arqiva.com)