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Richard van der Draay

Dubber kicks off UK, Europe campaign

Melbourne native cloud platform provider Dubber Corporation has made its cloud-based call recording services available in the UK and European markets, saying the move opens up a new way for telco carriers to deliver call recording technologies to their customers.

The push into Europe followed the firm's accreditation for interoperability with Broadsoft unified comms Broadworks VoIP platform last May. In July, Dubber unveiled its Dubber Labs for Broadworks, a service enabling telcos to quickly connect and test recording across an entire user base. "Dubber has publicised a strategy which includes significant focus on telcos running the Broadsoft platform with which we are fully interoperable," MD Steve McGovern told CommsDay. "The UK and Europe are mature and dynamic markets with significant Broadsoft uptake and opportunity." _

McGovern said the move opened up hundreds of thousands of potential customer opportunities through monthly subscriptions and an on-demand capability. "Europe is a key market for Dubber and this is the first step which should see resellers and telco partners providing Dubber recording on a previously unmatched scale," he said.

McGovern said that if telcos were planning to deploy a recording platform which involved hardware and licenses, they were usually contemplating a legacy system. "The ability to scale to a point where a telco can record its entire user base seamlessly has the product managers and engineers rethinking not only the scope but also the commercial opportunities for their customers," he said. "[We] have a number of prominent telcos engaged in our Dubber Labs testing process and expect to be able to announce commercial agreements forthwith."

Last month, the firm inked a pan-Asia distribution agreement with Singapore-based firm Go Clout IT, under which the latter will directly resell Dubber's services and appoint sub-distributors and resellers across Asia.