



### Virgin telco signs an agreement with Amazon.es to sell its services

## Virgin telco now markets its entire internet, mobile and TV bundle through Amazon.es

- **Customers signing up for the Virgin telco service through Amazon.es will be able to set it up quickly and easily**
- **For just €1, when subscribing to Virgin telco on Amazon.es, the first month is free**

**Madrid, 27 April 2021.** Virgin telco continues to grow at full speed in Spain, having very clearly put the customer at the centre of its strategy since its launch, and now it offers customers an internet, mobile and TV deal through Amazon.es.

Virgin telco is known for its simplicity and speed, and its agreement with Amazon.es only adds to these positive traits. Now customers can set up and order services in the same way as they would buy other items. The terms and conditions of the Virgin telco offering remain the same, and the exclusive Amazon.es deal means that by paying just €1, you can enjoy the first month of Virgin telco for free. Customers can also choose from different bundles available on Amazon.es and those who sign up in this way can also take advantage of the Virgin telco promotion on offer at the time, which is currently free unlimited data until 2022.

José Miguel García, the Euskaltel Group's CEO and head of Virgin telco in Spain states: *"In a few days' time, Virgin telco will celebrate its first anniversary in Spain and we have far exceeded our expectations. And we're not just talking about figures. We're also talking about agreements, and this alliance with Amazon puts us at the forefront of telecommunications in Europe. Thanks to the team's efforts, from the start we've offered customers our services in a transparent, straightforward and flexible way, and with this unique agreement, the customer continues to be at the centre of our business strategy"*.

Coverage can be viewed and checked on Amazon.es and once the product or service has been selected, customers can subscribe for €1. Amazon.es then redirects users to Virgin telco's website where the service installation and activation process is the same as for any other telecommunications subscription.

This great project has been launched in logistical partnership with AUXITEC, given their extensive experience using this management model. AUXITEC (Vitoria) was set up in 2001 and 20 years later, it is advancing technologically and commercially by bringing together Amazon.es and Virgin telco, two leading companies in their sector.

Virgin telco's DNA, based on honesty and agility, alongside its flexible product and service offerings allowing customers to choose the products they want has, week on week since its launch, made the brand a force to be reckoned with on a national level. The brand also has one of the quickest online ordering processes. On the [www.virgintelco.es](http://www.virgintelco.es) website, customers can make the most of digital onboarding in just three minutes. This means that customers can easily choose what they want in just 180 seconds.

**About Virgin telco**

Virgin telco ([www.virgintelco.es](http://www.virgintelco.es)) is the national telecommunications services brand of the Euskaltel Group, the fifth largest operator in Spain, which began providing services to customers in May 2020. The operator offers premium quadruple play bundles for landline and mobile phones, internet and TV through an offering that stands apart from the rest: a format that breaks with traditional closed bundles so that consumers can combine products as they like, choosing only what they need, saving unnecessary costs simply and quickly, and taking full control without the small print and with no obligation for grouped contracts. Virgin telco places the customer at the centre of its entire strategy.

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