



GENBAND and Verscom Managed Services Strategic Partnership to Boost IP Voice Transformation in EMEA

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GENBAND Inc., a market-leading developer of next-generation IP infrastructure solutions, and Verscom Managed Services, the premier managed services company providing hosted retail and wholesale application services for IP voice networks and next-generation solutions, today announced a new development program to provide GENBAND's customers with a smooth IP transformation via Verscom Managed Services offerings in EMEA.

Verscom Solutions, a Verscom Group company, is a long-time GENBAND partner and was recently named the company's first Master Reseller. In this role Verscom Solutions will engage in managing other resellers and providing extended support for GENBAND globally.

Verscom's field-proven design around the Telco SaaS (Software as a Service) model, delivers turnkey hosted VoIP Wholesale, IP Voice Peering, Long Distance and International Tandem solutions. These solutions include GENBAND's S3 Session Border Controller (SBC), GenView Real-Time Session Manager, C3 Gateway Controller, and G9 Converged Gateway platforms, which are enriched by Verscom's cutting-edge OSS/BSS platforms, providing proactive VoIP quality monitoring & assurance, wholesale interconnect billing, and interconnect business process management.

"Verscom has extensive experience in developing and operating hosted IP Voice applications," said Zane Long, Vice President of GENBAND's Global Reseller Group. "Customers that choose Verscom's managed network services contract will not only get state-of-the-art IP gateway and security platforms from GENBAND, but will also experience the immediate advantages of packet voice transformation, reducing operating costs, improving time-to-market with new service launches, and increasing competitive agility."

"Together with our market-leading partner GENBAND, this collaboration makes use of the new Telco SaaS paradigm to pioneer packet voice transformation in emerging markets," said Gurkan Ozturk, VP Global Sales & Marketing, Verscom. "We believe this new solution will help us diversify into additional market segments and accelerate penetration into emerging markets."

Verscom's Managed IP Voice platform hosts a large number of operators' outsourced wholesale applications and handles more than 2.5 billion minutes per year over 300 different networks worldwide. The strategic partnership paves the way to boost this IP Voice transformation, particularly for the emerging markets in EMEA. With GENBAND

technology at its core, network operators can use Verscom's hosted platform to offer IP Voice Interconnects to the wholesale market as quickly and efficiently as possible while providing the highest levels of quality and security.