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Media Inquiries:
Richard M. Williams
Connect2 Communications
919.554.3532
rmwilliams@connect2comm.com

PINGTEL INTRODUCES TURN-KEY SIPXCHANGE APPLIANCE UTILIZING BEST IN CLASS COMPONENTS FROM INTEL, AUDIOCODES, AND POLYCOM

Pingtel leverages Alliance Systems to integrate the Certified SIPxchange Solutions and streamline the logistics for Pingtel channel partners

WOBURN, MA. (FALL VON) SEPTEMBER 19, 2005 — Pingtel Corp., the leading provider of open source, commercial-grade enterprise communications solutions, today announced that it has partnered with Alliance Systems, Intel®, AudioCodes and Polycom to create a line of turnkey SIP IP PBX Appliances for the small to medium enterprise market. Alliance Systems has worked exclusively with Pingtel to engineer a cost competitive, certified IPBX appliance that includes post sales technical support and global logistics. These appliances will utilize Intel servers, AudioCodes gateways, and Red Hat Enterprise Linux 4.0 is supplied as a turn-key appliance by Alliance Systems. Pingtel's channel partners and enterprise end customers can elect to include any of Polycom's award-winning SIP desktop and conference phones as part of the order, or acquire phones separately. Pingtel's award-winning SIPxchange™, the SIP PBX for Linux, is at the heart of each certified solution, providing enterprise customers with a complete enterprise communications application, including hardware and software support, for about 50 percent less than competing solutions.

Based on the open source sipXpbx from SIPfoundry (www.SIPfoundry.org), the SIPxchange PBX appliance includes the features and functions of traditional PBXs all

delivered on 100% standard SIP using open source code. The open source heritage provides customers with the ideal combination of functionality and value: the rapid innovation cycles, low-cost and flexibility of open source development, combined with the packaging, support and reliability required for true business applications. In addition to PBX features, the SIPxchange appliance includes such core business applications as an automatic call distributor (ACD) and a built-in presence server for true next generation applications.

"Our goal with this program is to make available simple, turn-key offerings, including complete solution support, that are easy for the channel to sell, install, and maintain," said Al Brisard, vice president of marketing for Pingtel Corp. "With the SIP IP PBX Appliances, Pingtel further demonstrates it's commitment to the channel by enabling a simple logistical model that makes the channel more efficient and more profitable while enabling and accelerating the adoption of open source SIP solutions by the enterprise."

"The value of integrated solutions like the SIP PBX Appliance, running on Intel servers, is that we can introduce Intel Architecture economics into the telephony market utilizing open and industry standard servers," said Ajay Tyagi of Intel Enterprise Platforms and Services Division. "The VoIP market is wide open for system integrators, resellers and distributors who want to take advantage of a new class of standards-based, fully functionally VoIP products to build solutions specific to customer applications and needs."

The SIP IP PBX Appliance is only available through Pingtel Solution Providers and can be ordered in configurations that meet the needs of small businesses and medium enterprises. Solution Providers can also select support packages covering both hardware and software based on their specific needs and Appliance configuration. Pingtel's service and support programs stand behind every Appliance installed.

"Pingtel's is clearly one of the pioneers of SIP technology and has been a force for change by introducing open source economics into the telephony market," said Alan Percy, director of business development for AudioCodes. "This partnership between Pingtel and AudioCodes makes it easier for the channel to leverage SIP technologies into their existing networks, and presents a compelling channel alternative to proprietary, single vendor solutions."

"This solution provides a win-win for channels and enterprise customers," said Jim Kruger, vice president of marketing, for Polycom. "Polycom is committed to

making standards-based VoIP solutions easy to purchase and deploy and are excited to offer this package to the market. Our SoundPoint IP desktop phones, SoundStation IP conference phones and new SIP-based SoundPoint IP attendant console solution provide a full range of phones that complement Pingtel's SIPxchange for enterprise environments."

Pingtel's solution providers can place orders for the SIP IP PBX Appliance now in advance of general availability in late October 2005.

Pingtel will be exhibiting at Fall VON 2005 Conference & Expo in Boston, Mass., Sept. 19-22 at Booth 936.

About Pingtel:

Pingtel is reshaping the communications market by delivering the first enterprise class SIP PBXs, SIP call managers/routers and SIP softphones based on 100% SIP, 100% open source software. Offering enterprise-class communications applications under Linux-style subscription licenses, Pingtel combines the best attributes of open source development - low cost, adaptability and flexibility - with the reliable solutions and support enterprises require for voice applications. Pingtel's open source SIP PBX is the linchpin technology that will catalyze the movement of enterprise communications into the data center and away from purpose-built hardware. Like enterprise-grade Linux, this approach will drive commoditization of traditional telephony hardware and software and eliminate vendor lock-ins that keep prices high and limit innovation. For more information, visit www.pingtel.com.

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