

Interwork Technologies Inks Deal with Fonality to Deliver Leading SMB VoIP Phone Solution to Canadian Reseller Channel

Interwork Technologies Expands Voice Solutions Portfolio with Fonality's Awarding-Winning SMB IP Phone System

Ottawa, Ontario, Canada, March 25, 2008—Interwork Technologies, a value-added distributor of voice and security solutions, and Fonality, an open source telephony company, have announced a joint partnership to offer Fonality's communication solutions to the Canadian reseller channel.

Interwork Technologies will distribute the complete line of Fonality trixbox products and services through existing resellers and recruit new partners that specialize in providing unified communications to small and medium-sized businesses. The trixbox IP-PBX is a feature-rich VoIP phone system that offers enterprise-class telephony at an affordable price that fits most small business budgets. With products ranging from the open-source community edition to the commercially-proven trixbox PRO solution, resellers can offer SMB customers a wide selection of choices based on their unique requirements.

"Businesses are looking for voice solutions that reduce costs while increasing the productivity and mobility of their workforce" said Tim Larocque, director of business development at Interwork. "By adding Fonality to our line card, Interwork's partners can offer SMB customers an easy to manage telephony solution that is high-performance and value-priced."

"Interwork plays an important role in bringing affordable IP telephony to the more than 1 million small businesses in Canada," said Chris Vuillaume, vice president of business development and channels for Fonality. "We look forward to working with them and leveraging the extensive Interwork network of VARs."

Since Interwork launched its Voice Solutions division in 2006, the practice has increased sales by 160% year over year and developed a strong partner base of interconnects and value-added resellers (VARs) specializing in delivering VoIP solutions addressing the unique needs of small and medium-sized businesses.

About Interwork Technologies

As a value-added distributor (VAD) of voice and security solutions, Interwork is unmatched in its ability to provide unique and profitable solutions for resellers and service providers across North America. With more than 17 years of experience as a VAD and partner, Interwork offers extensive knowledge in the highly specialized unified communications and security markets that creates an unprecedented competitive advantage for vendor and reseller partners. Interwork proactively provides its channel partners with world-class sales support, technical services, sales and product training, and marketing—encompassing the entire breadth of its vendor solutions. For more information, please visit www.interwork.com

About Fonality

Fonality, www.fonality.com, is a leader in business phone systems and contact center solutions for small and medium-sized businesses. Used by over 5,000 companies and 100,000 end users in 100 countries, Fonality's award winning IP-PBX VoIP phone systems have connected more than 225,000,000 mission critical phone calls. The PBXtra and trixbox Pro product lines are based on Fonality's patent-pending Anywhere Management[®] hybrid-hosted architecture, plus an improved version of the popular open source Asterisk code base which has been modified to add reliability, stability and enterprise-class features. PBXtra and trixbox Pro deliver the advanced capabilities of an enterprise-class phone system for 40 to 80 percent less than traditional offerings. Fonality's fully free and open source telephony platform, trixbox CE (www.trixbox.org), is home to one of the world's largest and fastest growing communities of open source telephony users, with over 200,000 live deployments and 125,000 new downloads each month. Fonality headquarters are in Los Angeles, and the company has offices in the UK, Brazil and Australia. Company investors include Azure Capital Partners and Intel Capital.

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