

QUINTUM DEBUTS NEW IMAGE - THE PERFECT FIT

*VoIP Gateways Just Aren't The Best Fit For Your Location.
Quintum's Intelligent VoIP Access Solutions Integrate Easily For A Perfect Fit.*



Welcome to our new corporate message, which is targeted at helping our customers understand how our products fit easily into their existing infrastructures. Our range of VoIP access solutions are designed with "integrated intelligence" so they're the perfect fit for SMEs and branch offices of large enterprises. And, since they will fit right into existing PBX and IP-PBX infrastructures, they are the ideal choice for service providers and network managers.

During the first week of November, we went live with the new website and our message, with a new ad campaign in two major industry publications: We will have ads in VON magazine and the Internet Telephony Directory.

FUSION COMMUNICATIONS SELECTS QUINTUM TENOR VOIP ACCESS SOLUTION

Fusion Communications, a service provider to enterprises in Japan, has selected Quintum's Tenor VoIP MultiPath Switches as the access solution for their VoIP phone service. Quintum's analog Tenor AS and AX series, and ISDN Tenor BX series have been tested and certified as interoperable with Fusion's VoIP network, and will be the customer premise equipment for Fusion's VoIP offer to the enterprise market. The Fusion package, designed for small to medium sized businesses, allows customers to lower costs and take advantage of new service capabilities. The Quintum Tenor installs transparently in the customer premise network without the need to replace existing phone systems or make modifications to a network.

YCS, Quintum's distribution partner in Japan, has worked closely with Fusion during the certification testing and is supporting Fusion in the deployment of Tenor VoIP equipment. Unlike simple VoIP gateways that require significant network modifications to the existing enterprise network, the Quintum Tenor provides intelligent connectivity that can be simply and transparently deployed in the enterprise.

WESTCON GROUP ADDS QUINTUM TO ITS AFFINITY PROGRAM

Through Westcon's new program, Quintum's solutions will be presented to VARs in a targeted solutions framework alongside compatible legacy and IP platforms such as the Nortel Succession solution. Westcon Group's Technology Solutions Group (TSG) was created last year to integrate Westcon Group's strengths in technology solutions (convergence, security and mobility) with specific business and vertical market applications. Since then, Westcon has worked closely with its core manufacturer partners and Affinity Program partners to define complete VoIP solutions for their resellers to offer to end users.

Quintum's Tenor products have been tested and certified by Nortel to assure support and survivability for branch offices. As a result, VARs serving the enterprise markets can now offer Quintum's products as part of a more extensive VoIP solution. <http://www.quintum.com/news/press.html?id=116>

QUINTUM PARTNERS WITH WESTCON BRAZIL

Quintum announced that they have partnered with Westcon Brazil, a specialty distributor of networking and telecommunications technology products. Westcon Brazil has a strategic focus on converged network solutions and is a perfect fit for Quintum's product line of Tenor VoIP MultiPath Switch products. <http://www.quintum.com/news/press.html?id=111>

QUINTUM ANNOUNCES SUPPORT FOR SS7 ON TENOR CMS, WITH UNIFIED

Quintum recently announced an alliance with Unified Communications to support Signaling System 7 (SS7) on Quintum Tenor® Carrier MultiPath Switch (CMS) and DX product lines. Unified's SS7 Signaling Gateway, which supports multiple Quintum Tenor® VoIP switches over the IP network, is designed to be an easy and cost-effective way to deliver high-quality voice services over IP networks. This creates an efficient method for service providers to support SS7 in their Quintum-based VoIP networks. Read the complete press release at: <http://www.quintum.com/news/press.html?id=109>