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31st March 2009

Next Generation Network partnership delivers high-quality hosted solutions for the UK Small Business market

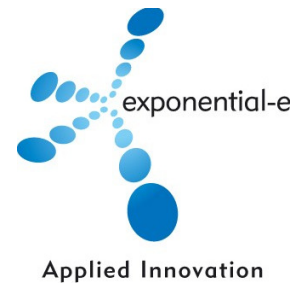
Exponential-e and TeleWare provide hosted communications over VPLS for small businesses in the recession

Exponential-e, the specialist provider of Next-Generation Ethernet networks, and TeleWare, the leading provider of intelligent hosted and customer premise communication solutions, launched today a new portfolio of networking and hosted communications packages for business. The two companies have applied their combined expertise to develop a range of innovative "Next Generation Network" bundles loaded with a range of feature-rich telephony cost-saving solutions for businesses. The launch follows Teleware's quest for a carrier-grade, Next Generation Network (NGN) Partner to support its Hosted Communications product suite and over three months of planning and design.

The new NGN partnership will deliver corporate-style functionality at prices attractive to the small to medium enterprise sector. Pricing is on a per person per month basis and enables deployment of telephone services without significant up-front capital expenditure.

Next Generation components, such as centralised services; per-service QoS; hosted firewalls; flexible bandwidth and high availability are available on a mix and match basis and sit alongside feature-rich hosted telephony applications such as IP Centrex telephony; Auto Attendant, IVR and fixed-mobile convergence services.

Small business owners need only take a single connection to the combined TeleWare and Exponential-e platform to rapidly select and deploy their chosen solutions.



The network intelligence provided as an option within the bundles means that services can be separated, even with a converged solution, and given their own quality and performance parameters backed off with service guarantees. The bundles also include a new business-grade Internet service and Exponential-e's intelligent sampling algorithm which monitors the best route across the Internet at every second of the day.

"We needed a business-grade, Next Generation Network provider to support our hosted communications. When we investigated, we were very impressed with the real benefits of the Exponential-e VPLS solution over a standard NGN" commented Lesley Hansen, Group Marketing Director at TeleWare plc. "Working with Exponential-e has allowed us to design and deliver our solutions in a way we couldn't do before. The new packages enable our customers to rapidly deploy high quality VoIP services and telephony applications without the complexity of other solutions on the market" added Hansen. She went on to say "VPLS makes the ideal delivery platform for deploying our hosted communications and for supporting our OPEX-based, application-on-demand delivery model".

Adrian Hobbins, Chief Technology Officer, Exponential-e said, "Exponential-e continues to push the envelope in bringing down the cost of carrier-grade next generation networking on behalf of its customers. Ongoing network investment and the lower cost of VPLS networking means we can bring affordable, high-bandwidth, business-grade communications to the VoIP hosting world".

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About Exponential-e

Exponential-e designs and deploys bespoke network solutions, connecting company LANs regionally, nationally and internationally to create global office networks. Customer networks are created within Exponential-e's VPLS-enabled

NGN (known as the Service Creation Platform or SCP) and do not touch the Internet, ensuring they are totally private.

In addition to fast, high capacity, flexible connectivity solutions, companies also access a range of enterprise services and applications which are hosted on the



network. Managed and unmanaged storage, voice services, video conferencing, surveillance and colocation,

plus some sector specific services are all available through a single access circuit onto the SCP.

As well as its national UK network, Exponential-e has a direct connection into New York, offering desktop-to-desktop transatlantic services. The company also has a number of strategic alliances in place, with like-minded Ethernet carriers, enabling the company to offer end-to-end Ethernet across most of the world.

Exponential-e's network solutions are fast, flexible and secure – giving customers responsive, scalable networks which reduce risks and costs while enhancing their business performance.

About TeleWare

TeleWare is the leading UK supplier of intelligent communications solutions provided as packaged and tailored application software. TeleWare's applications are delivered as on-premise or managed services to all sizes of businesses. TeleWare customers include over 23% of the FTSE 100 and approaching 21% of the top 1000 blue chip national and multinational companies.

TeleWare is a Microsoft Gold Certified Partner, has certification for the quality standard ISO9001/2008 TickIT and has been awarded the Investors in People national standard for training and development of its employees to achieve its business goals.

www.teleware.com

TT-Office, a fully owned subsidiary of TeleWare, provides packaged high quality hosted telephony solutions to businesses of any size. All solutions are based on the TeleWare applications. Solutions range from basic IP telephony services to location and device-independent voice services for field based, flexible and variable location staff. TT-Office solutions are marketed under the **Samsung Hosted Communications** and **Hosted Communications** brands.

www.samsunghosted.com

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