



PRESS RELEASE

Tellumat Telecoms

October 21, 2008

Page 1 of 2

Tellumat's KIRK DECT phone systems enter IP comms revolution

Tellumat Telecoms helps you get the most out of your investment

Tellumat Telecoms, the communications arm of technology group Tellumat, can now offer the proven reliability and mobility of KIRK wireless telephony to a much wider audience, after KIRK's (indirect) acquisition by IP and conference system leader Polycom.

The latest product offering from Polycom effectively gives Tellumat's KIRK customers the additional option of using IP to connect to their PBX, whereas before they used analogue or digital ISDN. And for the first time, IP communications customers now have the choice of proven DECT reliability and mobility to enrich their office comms.

KIRK's phones and communication servers, renowned for their quality, continue to enjoy global success in all on-site communication applications. Tellumat's customer references range from sprawling conference venues through to a large car dealership and a labyrinthine wine cellar, notes Bennie Langenhoven, managing executive, Tellumat Telecoms.

Acquisition trail

Global communications vendors are also seeing the need for DECT solutions in their portfolios. Before Polycom acquired KIRK via Wi-Fi phone system maker SpectraLink (2007), KIRK was bought by SpectraLink in 2006, giving its customers the option of mature DECT technology, featuring robust handsets, long battery life, penetrative signalling and seamless hand-over.

This was a significant endorsement of DECT that dispelled any doubts about its staying power, says Langenhoven. "Wi-Fi is often vaunted as the now-technology, but it is still maturing."

SpectraLink's subsequent acquisition by Polycom combined the latter's collaborative applications and feature-rich, cost-effective IP transport with KIRK and SpectraLink's choice of user access technologies, for a well-rounded business value proposition."

The Polycom difference, by Tellumat

As a long-standing KIRK partner, Tellumat can thus offer its customers reliable and flexible office telephony that integrates into any IP-based communications system, including the likes of Cisco, Avaya, Mitel and the open-source Asterisk system.

The Polycom difference is evident in the new KIRK Wireless Server 300 for SMEs, the 600V3 for mid-sized companies, and the 6000 for the enterprise. All three models offer IP connectivity (SIP, H.232 or Cisco CallManager) to back-end communications platforms. While the 600 is already available, Tellumat is trialling both the 300 and the 6000. The 6000 features a SIP server, while the other two rely on a PBX to do call switching.



PRESS RELEASE

Tellumat Telecoms

October 21, 2008

Page 2 of 2

"The addition of IP makes the KIRK servers a good vehicle to use with any IP voice solution, benefiting SMEs, midrange companies and enterprise customers," says Langenhoven. "In addition, many new customers now also have access to the KIRK systems, as we will seek to offer KIRK via more channels."

Ends.

About Tellumat

Tellumat is an innovative, black empowered, South African technology company that has achieved a BBBEE Status Level 4 rating, defined as "Superior Contributor to BEE" in terms of the DTI's Codes of Good Practice. It consists of three major trading divisions; Communications, Defence and Contract Manufacturing, and three partly owned companies; Sia Solutions (Pty) Ltd, Eence Engineering (Pty) Ltd and SIMpill (Pty) Ltd. Tellumat services three primary market areas, namely wireless voice and data communications, defence communication systems and high precision electronic and mechanical manufacturing. Tellumat is a world-class business focused on innovation, offering our customers dynamic and competitive technology products and services. We focus on understanding our customers' needs and forming long-term strategic alliances with likeminded enterprises worldwide.

www.tellumat.com