



PRESS RELEASE

Tellumat
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Inter-Tel/Mitel merger welcomed by Tellumat

Tellumat, a noted player in the SA business communications market, with over two million ports sold in two decades, welcomes the merger agreement between Inter-Tel and Mitel. Tellumat has exclusive distribution rights for Inter-Tel in sub-Saharan Africa.

The merger, subject to shareholder approval and expected to be finalised in Q3 2007, combines Inter-Tel's strength in the US and UK, its enterprise muscle and its call centre clout with Mitel's global reach and brand leverage.

"Inter-Tel's strong call centre portfolio has given Tellumat approximately 5% of the thriving Western Cape call centre market in a relatively short time, with installations covering more than 700 call centre agents," says Bennie Langenhoven, GM of Tellumat Telecoms.

Langenhoven says Inter-Tel offers its customers call centre functionality that compares well with the leading names, at much better value.

To coincide with the merger, Tellumat will launch Inter-Tel's NC 7000 business communications platform in the third quarter. This will give its customers a pure soft switch platform without reliance on TDM functionality, providing full open SIP support to IP-centric firms.

Of similar size and revenue, Inter-Tel and Mitel will double their respective revenues to more than \$800 million in total, for an overnight 2nd spot in the US small-and-medium-sized networking market, and market coverage in over 90 countries.

Both companies boast extensive portfolios, covering unified communications, networking, management and networked applications, to address the needs of very small to large businesses globally. Both are committed to open industry standards, such as SIP, XML and CSTA.

As a result their respective partner channels will be able to offer customers far more compelling value, Langenhoven adds. "Both companies, their partner channels and customers will reap the benefits."

He says the companies' portfolios will continue to be marketed under the separate brands through distinct distribution channels.

For more information go to: www.inter-tel.com