



PRESS RELEASE

Tellumat
August 06 2007
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Join the Inter-Tel revolution

Tellumat brings deep customisation, integration skills to multi-awarded range

Tellumat Telecoms, the noted SA business comms technology company, with over two million ports sold in two decades, is converting rising numbers of SA businesses to Inter-Tel, whose product range and accolades span the full spectrum of market sectors, segments, applications and tech platforms.

Bennie Langenhoven, GM of Tellumat Telecoms, cites several recent wins that illustrate Inter-Tel's product depth and breadth, and Tellumat's customisation and integration skills – together enabling business voice solutions that provide real return on investment across the board.

These include direct marketing firm Flexicell (a call centre that took on Inter-Tel's converged Axxess platform and numerous call applications), JMJ Associates (a management consultancy that wanted integration with its global comms platform), and several enterprise comms implementations for retailers, car dealerships and a luxury goods club.

Tellumat has the exclusive distribution agency across sub-Saharan Africa for the entire range from Inter-Tel. The close cultural fit between distributor-integrator Tellumat, and its principal Inter-Tel, was recognised from the outset, says Langenhoven.

"While Inter-Tel is known in the US, and increasingly also globally, as a value- and performance-underpinned alternative to the networking incumbents, boasting extensive R&D activity, Tellumat itself has deep integration and customisation expertise."

He notes that Inter-Tel's systems, covering small- and medium-sized businesses right through to high-end enterprise needs, support an open interface, enabling seamless integration to enterprise apps, including ERP and CRM.

Moreover, the range covers a full portfolio of pure IP soft-switch platforms through to hybrid IP-with-TDM backplane solutions, allowing companies in various stages of their journey towards IP to taste the full converged Inter-Tel/Tellumat difference, at far less than the cost of other vendors' equipment. Inter-Tel's recent awards include:

- **2007 Internet Telephony Magazine and Customer Interaction Solutions – PRODUCT OF THE YEAR** for Inter-Tel's 7000 Communications Systems and Contact Centre Suite v 4.0. ITM chose the 7000 for its pure standards-based architecture, and CIS commended its enhanced capabilities that address SME business drivers. Serving businesses with up to 2 500 users per site, the 7000 will hit SA shortly, available exclusively through Tellumat.
- **2007 Comms Business Award – MOST INNOVATIVE PRODUCT** for the 7000 Series. Fighting off stiff competition from the likes of Cisco, Avaya and Siemens, the 7000's feature-rich multimedia communications, SIP standard architecture, presence management, real-time, seamless collaboration and powerful network survivability stood out.



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- **2006 Frost & Sullivan IP Enterprise Communication Applications Product – PORTFOLIO OF THE YEAR** for demonstrated excellence in new products and technologies in the SMB segment. “Inter-Tel is recognised for innovation in offering a complete portfolio of emerging communication and technology products in this segment.”
- **2005 Internet Telephony Magazine – PRODUCT OF THE YEAR** for the Inter-Tel 5000 Network Communications Solution, for technological advancement and application refinement. In addition, Inter-Tel won the Editor’s Choice Award for its insightful case study on the installation of a converged comms system at Ubisoft, an international gaming developer.
- **2005 Frost & Sullivan Award – BEST BANG FOR THE BUCK** in the North American SMB messaging market, for the value proposition that Inter-Tel’s telephony and messaging solution provides to SMB customers (performance, features and competitive price point).
- **2005 Frost & Sullivan Award – ENTERPRISE COMMUNICATIONS, CUSTOMER VALUE ENHANCEMENT** for productivity gains (as opposed to mere operational expense reduction) of Inter-Tel’s collaboration tools, notably its Unified Communicator product. “Even as the company pursues new strategies, Inter-Tel remains committed to constantly refining the end-user experience by adding new features.”

Inter-Tel’s business communications and applications product portfolio can be viewed at:

[Business Communications](#)

and

[Applications Products Portfolio](#).