

FOR IMMEDIATE RELEASE

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Nortel authorizes Optivor on CS2100

Ellicott City, MD – In a long-anticipated decision, Nortel has approved Optivor to resell the CS 2100 product line, effectively immediately.

The Communication Server 2100 is a large-scale Enterprise converged solution which is deployed and proven in the worlds largest networks. The Communication Server 2100 addresses the needs of demanding large enterprises and the US Federal government with a highly scalable converged solution. The Communication Server 2100 incorporates Nortel's leading Enterprise features and applications, plus combines the carrier attributes of scalability, reliability and networking typically only found in carrier solutions. Key features of the CS2100 include:

- Highly resilient, carrier grade converged solution with built-in redundancy in all core components.
- The first multifunction switch incorporating Voice over IP technology certified by the Joint Interoperability Test Command (JITC) for deployment into the US Federal Department of Defense (DoD) network.
- Geographic Survivability separating the Call Agents (processors) and applications between redundant datacenters up to 75 miles apart.
- The world's most scalable IP-PBX, supporting 125,000 IP phones, 99,999 call center agents, 100,000 simultaneous calls.
- Available as a pure IP telephony solution or as a hybrid solution with both Time Division Multiplexing (TDM) and IP endpoints.
- Open Standards and Session Initiation Protocol (SIP).
- Unified Communications capabilities including web collaboration, presence-enabled call handling, directory services, instant messaging, and audio/video conferencing.
- Converged architecture supporting application and business process integration for improved overall business efficiencies.
- Supporting the extensive Nortel portfolio of traditional, IP, wireless and Centrex telephones.
- Centralized management and administration, across the network to reduced operating costs.

Optivor's commitment to Nortel and to customers is unparalleled. Optivor received top honors 2 years ago, ranking #1 in customer loyalty and satisfaction. Optivor has grown 1012% over the past five years, and is headed toward more success with access to the CS2100 product line.

Stuart Chandler, Optivor President & CEO commented, "This announcement validates Optivor's position as one of Nortel's most competent partners. With the addition of the CS2100 product line, Optivor can support any size customer globally."

About Optivor:

Optivor is an *Elite Advantage*, and *Data Accelerator* Partner for Nortel. We are the trusted advisor to organizations for Voice, Data, Wireless, Security and Convergence. Optivor is Nortel's fastest-growing partner and ranks #1 globally for client loyalty. Every Optivor employee is Nortel certified and we have clients in 46 states and 16 countries. Our clients include some of the largest and most respected firms in the world.