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Press Release Source: Stratus Telecommunications, LLC

G-TEL Selects Stratus Telecom ENTICE Solutions To Grow Its Wholesale And Retail Network Offerings

ENTICE Session Controller Expands G-TELs Broadsoft Network; ENTICE Softswitch Broadens Wholesale Network

- Wednesday January 28, 2009, 12:00 pm EST

ALLEN, Texas--(BUSINESS WIRE)--Stratus Telecommunications, LLC today announced that G-TEL Communications, a next-generation provider of business voice, private network, long distance and Internet services, has selected the Stratus Telecom's ENTICE (Emerging Network Telecommunications Infrastructure Control Environment) family of telco infrastructure solutions to power its future service expansion. Key to G-TEL's choice was the ability of ENTICE to seamlessly integrate softswitch and session border controller (SBC) capabilities within the same solution.

Stratus Telecom's ENTICE telecommunications products will allow G-TEL to easily expand both its wholesale network powered by Dialogic's CSP, and its retail network powered by Broadsoft. By extending the interoperability with the Broadsoft platform, the ENTICE solution supports greater service and operational opportunities.

"The seamless integration of a softswitch and SBC provides us with significant advantages in network simplification, flexibility and value. The Stratus Telecom ENTICE solution is the clear winner in this capability," said Ruben Gonzalez, CTO of G-TEL Communications. "As G-TEL adds subscribers and points of presence, we believe our ENTICE solution will support the demand while providing a comprehensive pathway for a wide range of enhanced services."

The ENTICE softswitch platform is used to drive G-TEL's wholesale long distance offerings and is expected to provide significant additional functionality via the integrated ENTICE session border controller. The solution is controlled via a single administrator interface and utilizes a shared routing infrastructure, which vastly simplifies operations.

Taking advantage of the breadth of other converged service products available within the ENTICE portfolio, G-TEL can easily enhance its offerings as its business grows. In addition, because all ENTICE solutions are designed for customization, the network can be adapted as existing requirements change. G-TEL's ENTICE-powered network is deployed using Stratus

Technologies' ftServer® NEBS-compliant platform, which is used worldwide by many Tier 1 providers to deliver continuously available service.

ENTICE, combined with Stratus Technologies ftServer, is a complete and continuously available platform for integrated telecommunications services. The flexibility of the ENTICE solution not only allows it to interoperate with a wide range of legacy products and with minimal hardware upgrades, but also to scale quickly to meet increased account and services demands.

“With the addition of G-TEL to our Latin American customer base, Stratus further proves its ability to meet the demands of this fast-growing region of the world,” said Ali Kafel, Stratus Telecom vice president, sales. “Central and South American telcos are facing exponential growth and high competitive pressures. Stratus Telecom’s ENTICE solutions give these customers the flexibility and cost-efficiency their unique situations require.”

Founded in 1998, G-TEL provides wireless local loop services with point-to-multipoint technology throughout the Baja California and Yucatan Peninsula regions of Mexico. Its diverse broadband services, offered primarily to commercial customers, include dedicated Internet, private network, and local/long distance voice offerings. G-TEL also offers point-to-point voice, data and video services between Mexico and the U.S.

Brokering the transaction between Stratus Telecommunications and G-TEL was Mexico City-based Stratus Technologies Mexico S.A. de C.V. According to Javier González Gasque, Director of Business Development for Stratus Technologies México, Stratus ENTICE solutions position G-TEL to extend its network far beyond its immediate needs.

“G-TEL has become a prominent player in the Mexican telecommunications industry by using best-of-class technology partners and by staying current with evolving telecom trends. Our ENTICE solutions meet G-TEL’s standards and gives it a modular, vendor- and technology-neutral architecture that can accommodate the services its business clientele will expect in the future,” Gasque stated.

About Stratus Telecommunications, LLC

Stratus Telecommunications is a leading provider of VoIP and converged service solutions for telecommunications service providers around the globe. The company’s ENTICE solutions are used by many of the world’s largest carriers and hundreds of small and mid-sized service providers that require solutions for integrating current and emerging network technologies, making it possible to leverage their existing infrastructure investments as they move to VoIP and other emerging standards. For more information, visit www.stratustelecom.com.

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