



## **ZULTYS EXPANDS CANADIAN PRESENCE THROUGH PARTNERSHIP WITH BABYTEL**

*New relationship gives Enterprises high quality VoIP solutions and services that increase flexibility and productivity while reducing costs*

**SUNNYVALE, Calif., March 5, 2009** – Zultys Inc., the leading manufacturer of communications equipment for businesses and enterprises, has announced it has approved babyTEL, a leading provider of VoIP solutions, as a preferred Internet Telephony Service Provider (ITSP) for Canada and the US.

babyTEL is making strong headway among Canadian enterprises because they offer reliable, quality services with flat rate long distance in Canada and the U.S, a rich set of features and free site-to-site calling. babyTEL can also offer its customers service extensions, so that users can be reached via a single number, whether in the central office, working in a remote office, or on the road. The collaboration between Zultys and babyTEL gives both companies the ability to engage channel partners who can now provide Canadian and U.S. businesses with a complete end-to-end high quality VoIP solution.

"Small and mid-size businesses are now better able to compete with larger organizations because they receive all the telephony capabilities associated with the larger corporation. Their communications investments are more effectively aligned with their business demands," said Stephen Dorsey, president and CEO of babyTEL. "Zultys is a premier IP communications equipment manufacturer and we are extremely pleased to partner with them. This announcement marks an important catalyst to moving Canadian businesses to VoIP and enabling them to take immediate advantage of the cost savings, benefits, and improved productivity it can provide."

Steve Rothenberg, president of Zultys Inc., said "Canada presents a tremendous growth opportunity for Zultys and is a key part of our global business. We are already serving a number of multinational corporations with their headquarters in Canada. We are committed to the market, as demonstrated in the fact that our system already supports the French language. In addition, our alliance with babyTEL creates a unique opportunity to offer exemplary products and services in Canada and the U.S."

Customers, regardless of size, will benefit from VoIP hardware and services that work together and that can be delivered and implemented efficiently. Pierre Kerbage, Zultys VP Canada and US Sales states "Our resellers and end-customers are anxious to have Zultys productivity and collaboration enhancing solutions along with babyTEL's cost effective calling plans. We're excited about our partnership – we are focused on exceeding our customers' expectations as customers see the benefit of open communications with VoIP and SIP at the core".

Zultys continues to grow while competitors are shrinking. The company continues to add certified channel partners to meet the growing demand for its product line, which offers a distinct advantage to solution providers because of its SIP-based scalable platform and intuitive GUI-based management interface.

#### **About Zultys Inc.**

Zultys, Inc. is showing what's possible for Open Standards IP communications, telephony and productivity enhancing collaboration. Our Open Standards IP technology is the building block for our award-winning IP PBX systems. Zultys develops products that enable companies and organizations in over 110 countries and 19 languages to deploy integrated communications systems.

Please visit [www.zultys.com](http://www.zultys.com) for additional information.

#### **About babyTEL**

babyTEL Inc. is a leading provider of quality Voice over Internet Protocol telephony services which leverage subscribers' high-speed Internet connections. babyTEL, headquartered in Montréal, is a leading-edge developer of VoIP and Unified Communications solutions with many years experience providing Carrier-Class products and managed services globally to large enterprises and service providers.

Please visit [www.babytel.net](http://www.babytel.net) for additional information.

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**babyTEL Media Contact:**  
Khaled Tewfik  
[Tel:514 879 8585](tel:5148798585) x201  
[ktewfik@babyTEL.net](mailto:ktewfik@babyTEL.net)

**Zultys Media Contact:**  
Steve Morrison  
Tel: 408-328-0450 x114  
[steve.morrison@zultys.com](mailto:steve.morrison@zultys.com)