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Announcing New Strategic Alliance, Patton and ABP Storm the Americas VoIP Market

Patton signs ABP (abptech.com) as a master distributor for award-winning SmartNode™ VoIP gateways in the Americas as the partnership "Storms North America" with special pricing.

GAITHERSBURG, MD: GAITHERSBURG, MD and DALLAS, TX: Patton—the leader in business and carrier-class network access, connectivity, VoIP and triple-play equipment—and ABP Technology—value-added distributor of IP Telephony and IP Video solutions—have announced a strategic partnership that appoints ABP as a Master Distributor for Patton's SmartNode™ VoIP Gateway product line in the Americas.

Patton has engaged ABP to distribute VoIP equipment to key reseller partners in conjunction with a blitz on the North American VoIP market that began in October.

During Q4 2009, Patton offered special year-end pricing on Patton's two best-selling SmartNode™ VoIP gateway routers.

Although Patton's promotions went out with 2009, ABP has extended the special pricing through the end of February 2010.

Resellers can view the ABP online partner storefront for Patton's complete range of VoIP gateways that includes carrier-class products for service providers and enterprise-class products for small to medium businesses.

"As the telecom industry shifts to VoIP," said Robert Messer, ABP's President, "the market needs carrier-class products at cost-effective price levels. We chose Patton SmartNode because it offers the industry's best price-performance for carrier and enterprise-class gateways. Of special interest to service providers is Patton's touchless provisioning and configuration feature in SmartNode CPEs."

As attested by Patton's numerous RealityCheck® success stories, SmartNode combines the maturity, stability, and technical innovation that businesses and carriers demand.

"Patton equipment is manufactured in the USA," Messer adds. "American manufacturing is a major benefit for our government sales. It also boosts our transactions with partners in NAFTA countries and Latin America."

Manufactured at Patton's Gaithersburg, MD facility, SmartNode™ recently claimed the 2009 INTERNET TELEPHONY® Excellence Award—the seventh major award in five years for the product line.

"ABP stands out as a specialty distributor in the IP world," said Patton's North America Sales Director, Sean Gerrity. "We are very pleased to partner with ABP to build strong channel-partner relationships throughout the Americas. ABP's longstanding experience combined with strong market share in the service-provider and reseller sectors is especially attractive."

ABP will showcase Patton's award-winning SIP trunking solution—the SmartNode 4960 PRI VoIP IAD—at ITExpo in Miami during January 20–22 in booth 112.

About ABP Technology

ABP Technology is a Dallas, TX based, value-added distributor of IP Telephony and IP Video solutions marketed throughout North America, Latin America and the Caribbean. The ABP portfolio includes VoIP phones and IP-PBXs, IP peripherals, IP paging products, IP Digital Signage, IPTV, Gateways, Mobility solutions, IP Surveillance Cameras, video analytics. ABP offers technical support, IP training, provisioning and configuration and fulfillment services. ABP's clients include channel partners, specialized VARs, Service Providers, government entities and educational institutions. For more information, please visit: www.abptech.com

About Patton

Patton is a multi-national organization that designs, develops, and manufactures electronic communications equipment for network access, connectivity, voice-over-IP, video surveillance and triple play. Deployed throughout the world in carrier, enterprise, and industrial networks, most Patton products are manufactured in the USA. Patton is ISO 9001 certified and markets a catalog of over 1000 products including SmartNode™ VoIP solutions (SIP and H.323) for analog and ISDN telephony; Visuality™ mobile-video surveillance, collection, and intelligence distribution solution, ForeFront™ multi-service access infrastructure solutions for TDM and IP service delivery (T1/E1, G.SHDSL, xDSL, dial-up); IPLink™ CPE solutions for last-mile/local-loop access (WAN routers, modems, remote access servers, NTUs, CSU/DSUs); CopperLink™ Ethernet Extenders; EtherBITS™ device servers; EnviroNET™ NEMA4-compliant hardened networking equipment, and a full range of network-connectivity Micro-Products (interface converters, short-range modems, multiplexers, surge protectors). Incorporated in 1984, Patton Electronics marked their 25th year of operation in 2009.

For more information or to request a free datacom catalog contact sales@patton.com.

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