



News Release

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Patton and Inalp Join Forces to Launch Telephony-Over-IP Products

GAITHERSBURG, Maryland—Patton Electronics (Maryland, USA) and Inalp Networks AG (Berne, Switzerland) today announced a strategic partnership to produce and market next-generation VoIP products. The partnership has been consummated through a manufacturing, sales, marketing and technology-transfer agreement.

The technology collaboration is focused on accelerating the launch of a new class of Voice-Over-IP (VoIP) and Telephony-Over-IP (ToIP™) products and services by combining Inalp's leading-edge technology with Patton's manufacturing, sales, and development expertise.

The Inalp products will be incorporated into the Patton product portfolio and will be available on a global basis supported from Patton's U.S. headquarters in Gaithersburg, Maryland.

Sales, Manufacturing, and Technology Collaboration

The Inalp facility in Berne, Switzerland will be a development center dedicated to ongoing development of the next generation of multi-service voice and data access solutions.

As part of the partnership, Europe, Middle East and Africa (EMEA) sales, marketing, technical service and support functions for both companies' products will be based in Berne Switzerland. This aspect of the partnership offers EMEA customers better services by local qualified staff.

"Patton and Inalp will operate in EMEA as a single force in the marketplace," said Burton A. Patton, Executive Vice President of Patton. "The combination will bring significant advantages to the sales and distribution partners of both companies."

The flagship VoIP/ToIP products from Inalp Networks known as "SmartNode" will be manufactured at Patton's Gaithersburg, USA manufacturing facility as well as through existing contract manufacturers in Switzerland.

"There are tremendous complementing product portfolios and technology synergies," said Dr. Andreas Danuser, President and CEO of Inalp Networks AG. "The combination here enable Patton-Inalp Networks to provide the market with complete solutions ranging from DSL, dial-up RAS, VoIP to true converged network solutions for both the Carrier and Enterprise markets."

VoIP QoS Products Increase Quality and Lower Costs

The SmartNode product range addresses the needs of telecommunication & Internet service providers as well as Enterprise network administrators, who want to offer innovative services and, at the same time, reduce the cost of delivering these services. The SmartNode

products allow the simultaneous transmission of different telecommunications and information services over any IP data network. Converting non-IP signals, such as voice, into IP packets, SmartNode devices also employ Inalp's own ISDN-over-IP (ISoIP) technology for completely transparent ISDN and telephony services end-to-end. As network gateway routers, all SmartNode devices provide IP Quality of Service (QoS) to ensure that time-sensitive telephone calls provide the best connections. Using Inalp's Session Router, the SmartNode provides PBX functions such as programmable call routing, call filtering, and time-of-day processing.

The SmartNode product family includes compact desktop devices and modular 19-inch systems. The SmartNode 1000 series desktop boxes for applications in SOHO or branch office environments are available in a multiple interface configurations supporting up to 4 ISDN voice channels.

The modular 19-inch SmartNode 2000 series are designed for medium and large enterprise applications. On-board LAN and WAN interfaces and a range of PMC based interface cards/expansion modules. These interfaces provide flexibility for both data and telephony configurations with ISDN, T1, E1, PRI, BRI, FXS and support for up to 120 voice over IP connections.

About Inalp

Inalp Networks, founded in late 1998, designs, develops and markets advanced Internet Protocol (IP) based multi-service platforms, which allow the combined offering of voice, video and data services over the same network. Using Inalp devices, service providers such as Local Exchange Carriers, Internet Service Providers or Cable TV operators, can offer their clients new integrated telecommunication services, as well as lower the related operational costs. The core of the Inalp product family is a Quality-of-Service enabled IP routing and circuit switching architecture that allows an intelligent combination of voice and data services over IP networks.

About Patton

Patton Electronics Company is a US manufacturer and marketer of data communications products, including Remote Access Products (V.92, V.90, K56Flex, V.34+, and ISDN dial-in), Last Mile/Local Loop Access Products (T1, E1, and xDSL modems, DACS, NTUs and CSU/DSUs), Multi-Service Access Products (Voice, Intranet, Extranet, and Frame Relay access), and Connectivity Products (interface converters, short range modems, multiplexers, and data line surge protectors). Patton Electronics is an ISO 9001 certified and BART approved manufacturer. Patton products are CE marked.

For more information or to request a free datacom catalog, please contact:

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