

For details, contact:

Chris Christner
Director of Marketing Communications

Phone: +1 301.975.1000

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Enterprise VoIP Planet Interviews Patton's Product Management VP

In an article that highlights Patton's unique technology, Patton's [Scott Whittle](#) discusses SmartNode IP telephony solutions with Enterprise VoIP Planet magazine.

GAITHERSBURG, MD, USA: Patton—the leader in business-class network access, connectivity, and VoIP equipment—is the focus of a new article in [Enterprise VoIP Planet](#) web magazine. The article draws heavily from an interview with Scott Whittle, Patton's Vice President of Product Management

Crediting Patton products as “the glue that holds VoIP services together,” author Gerry Blackwell highlights the unique technologies Patton's SmartNode™ and SmartLink™ VoIP equipment bring to the industry. To capture the value proposition of Patton's VoIP solutions, Whittle coined the term “Telephony over IP.”

“Telephony over IP is when voice over IP works well,” Whittle explains. “When customers don't notice whether it's VoIP or PSTN, when you get the same call quality, when there's always dial tone, when you can hear the other guy clearly and there's little delay. All those things are taken for granted in the TDM world, but they're a challenge in VoIP.”

Offering a survey of Patton's extensive range of networking products and a thumbnail sketch of the company history, Blackwell's article zeroes in on key factors that differentiate Patton from such competing vendors as Cisco, Lancom, and AudioCodes.

“Other companies might have one leg of the stool or two,” Whittle says. “They might have engineering but use custom manufacturers. We actually own the machines that build the products. I can go in the back and see them being made. I can walk over to the other side and talk to the engineers who designed them. Over in another part of the building, I can talk to the support engineers. It gives us incredible flexibility in the market.”

Crystal-ball fashion, Blackwell offers a sneak preview of future Patton developments.

New products coming down the pike include a Smart Residential VoIP Analog Wi-Fi Telephone Adapter (S-WTA) designed for bundled services providers to use in residential and SOHO customer premises. It includes two-call voice and fax ports, four-port LAN Ethernet switch, WAN port and integrated 802.11g Wi-Fi. The S-WTA supports SIP for VoIP and IPTV and IGMP (multitask) protocols for multimedia services.

Patton is “certainly a player,” Blackwell summarizes. He concludes:

“With some unique technology selling into hot application markets, at the very least, [Patton] deserves a place in your industry org chart.

The complete article is published at www.voipplanet.com/solutions/article.php/3685816

Patton recently [announced two new catalogs](#), presenting over 1,000 solutions for voice and data networking. Free soft copies of Patton’s two new catalogs can be downloaded in  PDF format from www.patton.com/catalogs/. Printed full-color catalogs list for \$2.00 each and can be ordered online from www.patton.com/catreq/.

About Patton

Patton is a multinational organization that manufactures communications equipment for **carrier**, **enterprise**, and **industrial** networks worldwide. Incorporated in 1984, Patton’s **catalog** of more than 1000 products includes the **SIPxNano™** ultra-miniature IP-PBX, **SmartNode™** and **SmartLink™** VoIP solutions; **ForeFront™** multi-service access infrastructure solutions (T1/E1, G.SHDSL, xDSL, dial-up); **IPLink™** CPE solutions (WAN routers, modems, remote access servers, NTUs, CSU/DSUs); **CopperLink™** Ethernet Extenders; **EtherBITS™** device servers; **EnviroNET™** industrial-networking equipment, network-connectivity **Micro-Products** (interface-converters, etc.), and more.

For more information or a free catalog, contact sales@patton.com.

Patton Electronics Company

7622 Rickenbacker Drive
Gaithersburg, MD 20879 USA Tel: (301) 975-1000
Fax: (301) 869-9293
Email: marketing@patton.com
Web: www.patton.com

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