PATTON Electronics Co.

News Release

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Patton, SEN Join Forces to Enable Converged-IP Networks in Central America

GAITHERSBURG, MARYLAND, USA and SAN JOSE, COSTA RICA: Patton–the leader in business and carrier-class network access, connectivity, VoIP and mobile video-surveillance equipment–has signed Sistems Enterprise Communications (SEN) —the Siemens Enterprise Communications Distributor & Certified Preferred Partner for Central America and the Caribbean—as a value-added distributor and systems integrator to deliver converged-IP and legacy communications solutions in the region.

SEN can now offer Patton's catalog of over 1,000 US-manufactured products for carrier, enterprise and industrial networks to customers throughout Central America.

The new partnership enables telecom operators, businesses and governments all across Central America to develop and maintain new converged-IP—as well as traditional TDM and serial—communications infrastructures and services, based on reliable Patton network equipment.

"The Patton-SEN alliance addresses a real need," said Roberto Bonilla, CEO at Sistems Enterprise, "for local sources of reliable networking equipment. Patton is a well-known and coveted brand here in Central America. Now SEN can deliver quick, easy access to Patton products for any customer in the region—with local delivery, local system-integration services and local technical-support.

"Because Patton's extensive portfolio includes legacy connectivity, multiservice-access, converged-voice-and-data (VoIP), Ethernet extension, and mobile-video-surveillance solutions, partnering with Patton allows SEN to expand the breadth of solutions now available in a very important and fast-growing region in Latin America."

"SEN has an extensive, well-developed service organization," said Ernesto Casas, Patton Regional Director, "with strong penetration in many vertical markets and years upon years of experience with virtually every conceivable network application. Partnering with SEN puts us closer to our customers while adding tremendous strength to the overall value proposition."

In addition to order fulfillment, system integration and customer support, SEN also offers system design and project management services. SEN's market penetration comprises such regional carriers as ICE, Telefonica and Claro, plus an extensive network of resellers and end-user customers. Headquartered in San Jose, Costa Rica, SEN recently opened a new office in

Panama. SEN also operates in Nicaragua, Honduras, Guatemala, and El Salvador.

Last month Patton Executives (Ernesto Casas with product line managers Johnnie Grant and Jose Ventura) met with SEN sales executives, pre/post sales engineers and several key corporate and telecom customers to exchange ideas.

Although SEN's distribution capacity is now expanded by over 1,000 Patton products, the company's strategic plan focuses on four key areas:

1)   Complement current Siemens Hipath and Unified Communications solutions with enhanced Corporate VoIP Solutions.

2)   Supply regional telecom carriers and operators with locally-available (in-country) equipment for traditional operations.

3)   Enhance and enrich telecom providers' end-customer service offerings by delivering a broad selection of CPE, DSL, and IAD options, loaded with such value-added features as DownStreamQoS™, voice-encrypted VoIP VPN technology, and VoIP and Data Survivability with Dial Backup and IP Link Redundancy.

4)   Increase public safety within the region by promoting Patton's Visuality™ mobile-video-surveillance solutions for security and situational awareness.

In related news, the Patton-ABP-Broadvox Alliance recently launched their VoIPReady™ offering that delivers instant enterprise communications based on Patton's SmartNode™ VoIP CPEs and Broadvox SIP trunks, pre-configured by ABP for out-of-the-box turn-up.

Earlier this year, Patton announced IBM Sametime certification and Microsoft OCS certification for SmartNode products. The company also recentlyexpanded the SmartNode™ PRI gateway series enabling customers to choose the ideal, best-priced solution for their infrastructure, business processes, and go-forward communications strategy.

About Sistems Enterprise
Sistems Enterprise Communications Group is a leading provider of business communications solutions. As a Trademark Licensee & Certified Partner Prefer Siemens Enterprise Communications for Central America and the Caribbean, including voice solutions, networking infrastructure and security are based on open standards-based architectures to unify communications and business applications, all to make this collaboration a seamless experience. This award-winning approach of "Open Communications" enables organizations to improve productivity and reduce costs through easy to implement solutions that work efficiently on existing IT environments.

About Patton
Patton is a multi-national organization that designs, develops, and manufactures electronic communications equipment for network access, connectivity, voice-over-IP, triple play and video surveillance. Deployed throughout the world in carrier, enterprise, and industrial networks, most Patton products are manufactured in the USA. Patton is ISO 9001:2008 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); OnSite™ 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 SerialComm (interface converters, short-range modems, multiplexers, surge protectors). Incorporated in January 1984, Patton Electronics has been doing business for over 26 years.

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

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