

For details, contact:  
**Chris Christner**  
Director of Marketing Communications  
Phone: +1 301.975.1000

**For Immediate Release**  
October 28, 2004

### **Avantel Mexico Selects SmartNode VoIP Gateway Routers**

*Mexico's Premier IP Carrier Deploys Patton SmartNode™ as Their  
Chosen Voice-over-IP Gateway for Bundled Voice and Data Services*

*SmartNode™ Telephony-over-IP — Delivering the Promise of VoIP*

**OCTOBER 28, 2004: GAITHERSBURG, Maryland** - Patton Electronics—an industry leader in access, connectivity and VoIP—announces today that Avantel has selected Patton's SmartNode™ as the customer-premise VoIP solution for their PYME Plus IP-based telephone services targeting small and mid-sized enterprises.

Avantel, "The IP Company" (La Compañía IP), is Mexico's premier communications service and second-largest long-distance carrier, as well as providing local phone service. Avantel's new PYME Plus service package offers dedicated Internet access bundled with local, long distance, and mobile-cellular minutes plus 800 phone numbers—all for about 40% less than those combined services would typically cost.

Patton's SmartNode™ Modular VoIP Access Router combines a Voice-over-IP gateway and a secure QoS router in a single low-cost modular device. The powerful combination enables Avantel to reduce operating costs while delivering the high-quality integrated voice and data services their business customers need most—at a price they can afford.

"Patton offered Avantel the key value proposition of SmartNode™—namely, the ability to deploy services with a fully-integrated CPE solution that includes both the Router and the VoIP Gateway" said Armando Morillo, Patton's Sales Director for Latin America.

"Patton plays well with others," said Antonio Torre, Product Marketing Manager for Avantel. "Avantel was looking for a reliable and responsive VoIP vendor. Patton's SmartNode is flexible and reasonably priced. It connects seamlessly with Avantel's network platforms and protocols. Plus, the support Patton has provided is one of the best in the market—before, during and after the sale. Patton has proved to be a true business partner, ready and able to adapt, quick to customize...making sure their solutions work well in our network and for our customers."

Avantel has deployed hundreds of Patton's SmartNode Model 2300 VoIP Gateway Routers at customer sites during the initial roll-out of their IP-based SOHO services.

"IP has become the new foundation for all communications. It's not just for web surfing anymore," said Scott Whittle, Patton's Director of Product Management. "Avantel is an industry innovator with the right focus on all IP-based services. We count it a privilege to launch this long-term partnership with such a quality-focused service provider."

"Patton is pleased," Mr. Whittle continued, "to combine our advanced Voice-over-IP technology with Avantel's high-value services to deliver integrated voice and data communications for businesses throughout Mexico."

### **About the SmartNode™ family of VoIP Gateway Routers**

The SmartNode™ family of VoIP gateways and routers offer compact-desktop and modular voice/data IAD solutions for service providers and enterprises. The SmartNode 1000 and 4520 series SOHO and branch office IADs support one or two ISDN BRI So ports or 2-8 analog ports as well as a full-featured QoS VPN Router. The modular 19" SmartNode 2300 series are designed for medium and large enterprise applications featuring on-board LAN and WAN interfaces and a range of PMC based voice interface cards/expansion modules. Interface cards provide flexible port configurations for ISDN, T1, E1, PRI, BRI and FXS. The SmartNode 2400 series supports up to 96/120 Voice-over-IP connections in a single 1U 19" chassis.

### **About Avantel**

Avantel "The IP Company" solutions in Mexico, offers a wide portfolio of telecommunications services especially tailored to meet the diverse needs of companies of all sizes and sectors, from intelligent voice and data transmission to virtual private networks (VPNs), integrated telecommunications packages and managed services. Avantel's network, the country's second largest, is the best positioned to provide IP-based solutions. Its Data Centers, directly connected to its backbone, allow it to provide robust, reliable Internet access and server hosting as well as network design and management.

### **About Patton**

Patton Electronics Company is a US manufacturer and marketer of data communications products, including VoIP/TolP gateways & routers, Remote Access (V.92, V.90, K56Flex, V.34+, and ISDN dial-in), Last Mile/Local Loop Access (T1, E1, and xDSL modems, NTUs and CSU/DSUs), Multi-Service Access (voice, intranet, extranet, and Frame Relay access), and Connectivity (interface converters, short range modems, multiplexers, and surge protectors).

For more information or to request a free datacom catalog, please contact  
[sales@patton.com](mailto:sales@patton.com).

**Patton Electronics Company**

7622 Rickenbacker Drive  
Gaithersburg, MD 20879 USA

Tel: +1 301.975.1000

Fax: +1 301.869.9293

Email: [marketing@patton.com](mailto:marketing@patton.com)

Web: <http://www.patton.com/>

—END—