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Milan Sales Office Supports Rising Demand for Patton Equipment in Southern Europe

Patton establishes Milan operations center in response to escalating requirements from regional carriers and enterprises for reliable and cost-effective datacom, telecom, and VoIP equipment.

GAITHERSBURG, MD and BERN, SWITZERLAND: Patton—the leader in business-class network access, connectivity, and VoIP equipment—together with Patton-Inalp Networks AG—creator of SmartNode™ industry-leading VoIP technology—has inaugurated a regional sales office in Milan, Italy.

As Patton's center of operations and business development for Southern Europe, the Milan office supplies Patton's full catalog of over 1,000 data, voice, VoIP, and triple-play networking products to carriers, enterprises, VARs and integrators throughout the region.

Today's announcement follows recent carrier Ethernet rollouts from KPN, Tiscali, and AT&T.

As operators and enterprises migrate en masse to all-IP services such as Voice-over-IP, carrier Ethernet and digital TV, Patton's Milan office is strategically located to support evolving network infrastructures in southern Europe.

Patton's catalog now includes the recently acquired OnSite S10 next-generation network transport product line that supports seamless migration to IP/Ethernet services while interfacing to existing SONET/SDH networks.

"We are moving closer to our customers," said Michel Balabio, Patton-Inalp's regional director for Southern Europe. "With established relationships with all the major players, the local demand for Patton solutions is exploding. We support a market that values not only our products, but our expertise and knowledge sharing. Participation in training and sales events has been tremendous."

Commissioned in July and fully operational since August, the Milan operations center provides new and established business partners with local-language marketing, administration, technical support, and training.

During 2008, Patton trained dozens of Certified SmartNode™ Specialists through a global training program delivered in five languages at over two dozen locations including Bern, Paris, Prague, London, and Barcelona, and recently, the Milan office.

"Patton is a recognized leader, Mr. Balabio continues, "here in Italy and throughout Europe—especially for business-class VoIP and data solutions that integrate seamlessly with ISDN and E1 lines. Because of its superior interoperability, the SmartNode™

brand is recognized as a term of reference, and increasingly selected by SMEs and class A carriers.”

Patton VoIP solutions have won numerous Industry awards, including Internet Telephony's Product of the Year Award for three consecutive years. In September, Patton announced a high-precision clock feature for SmartNode™ that Solves VoIP Interop Challenges for DECT, PBX, and FAX in ISDN Deployments.

About Patton-Inalp

Inalp Networks was founded in 1998 to design, develop and market advanced Internet Protocol (IP) based multi-service platforms that deliver voice, video and data services over a converged network. Patton Electronics, Co. (Maryland, USA) and Inalp Networks AG (Bern, Switzerland) joined forces in 2002 to manufacture and market the SmartNode™ brand of advanced VoIP products. Patton-Inalp Networks AG is the VoIP competency center and Europe/Middle-East/Africa (EMEA) sales organization for Patton's business and carrier-class network access, connectivity and VoIP equipment.

About Patton

Patton is a multi-national organization that manufactures voice and data-communications equipment for carrier, enterprise, and industrial networks worldwide. Incorporated in 1984, Patton markets a catalog of over 1000 products including SmartNode™ VoIP solutions that support SIP, H.323, and MGCP for analog and ISDN telephony; 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).

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

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