

## Press Release

### **Leading Industry Analyst Firm selects Private Mobile Networks as a Cool Vendor in Enterprise Communications Applications, 2010**

North Yorkshire, UK – 28<sup>h</sup> April 2010 – TeleWare, the leading provider of communications solutions for mobile and distributed workers, is pleased to announce that Private Mobile Networks has been selected for inclusion in the Gartner report on Cool Vendors in Enterprise Communications Applications, issued on 31 March 2010 with input from Gartner analysts Jay Lassman, Steve Blood, Megan Marek Fernandez, Bob Hafner, Bern Elliot and Drew Kraus.

This Gartner report identifies “innovative solutions that reduce deployment costs, and improve operating efficiencies and the accessibility of unified communications.” Moreover, “the vendors in this report have been selected by the Gartner analysts for their ability to address important areas that pose challenges to communication planners. These include leveraging an organization’s communications infrastructure, simplifying solution implementation and optimizing ongoing application costs.”

“We are proud we are to achieve this recognition and, for us, it rounds off an exceptional couple of years for PMN with some really good customer successes, comments Steve Haworth, CEO of TeleWare Plc. “This year we have seen a doubling of sales showing that this technology is starting to move from a high quality niche technology into a more mainstream business tool,” added Haworth.

Private Mobile Networks enables the deployment of GSM mobile networks into remote regions or isolated user communities where network integration and infrastructure costs would be otherwise prohibitive. They can be used to create standalone networks or to supplement existing services. Integration into the macro network is provided through IP network interfaces.

The Private Mobile Networks Remote Deployment Unit allows a private and highly secure GSM network to be deployed anywhere in the world in just a few minutes. The latest RDU Mk2 model, released in March, now has an operational range of just under 1km and includes a fully functional PBX. This offers advanced unified communication features such as call conferencing, call recording, voicemail, hold and transfer, hunt groups and full SMS data capability. The unit supports every major manufacturer of 2G and 2.5G GSM handset with backhaul via any PSTN / SIP-based network, as well as optional satellite routers.

#### **About Gartner's Cool Vendors Selection Process**

Gartner's listing does not constitute an exhaustive list of vendors in any given technology area, but rather is designed to highlight interesting, new and innovative vendors, products and services. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness of a particular purpose.

Gartner defines a cool vendor as a company that offers technologies or solutions that are: Innovative, enable users to do things they couldn't do before; Impactful, have, or will have, business impact (not just technology for the sake of technology); Intriguing, have caught Gartner's interest or curiosity in approximately the past six months.



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### **About TeleWare**

TeleWare is the leading provider of communications solutions for mobile and distributed workers. TeleWare's applications are delivered as on-premise, hosted or managed services to all sizes of businesses. TeleWare customers include over 23% of the FTSE 100 and approaching 21% of the top 1000 blue chip national and multinational companies.

TeleWare's applications provide business communications solutions for mobility, personal contact management, messaging and call distribution and control. Unparalleled interoperability enables seamless integration with a wide range of PBX and application vendors. A commitment to open standards ensures flexibility, freedom and choice.

TeleWare is a Microsoft Gold Certified Partner, has certification for the quality standard ISO9001/2008 TickIT and has been awarded the Investors in People national standard for training and development of its employees to achieve its business goals.

[www.teleware.com](http://www.teleware.com)

### **About Private Mobile Networks (PMN)**

Private Mobile Networks provides private GSM network solutions for a variety of deployment scenarios including: in building coverage, remote sites, GSM infill situations and rapid deployment applications. PMN offers a viable alternative to DECT and PMR for in-building solutions and delivers fixed mobile convergence solutions to business users.

[www.privatemobilenetworks.com](http://www.privatemobilenetworks.com)

[www.privatemobileoffice.com](http://www.privatemobileoffice.com)

**Press Enquiries**, please contact:

Lesley Hansen, Group Marketing Director, TeleWare Plc  
Telephone: +44 (0) 1845 521102  
E-mail: [lesley.hansen@teleware.com](mailto:lesley.hansen@teleware.com)

OR

Anne Harding, The Message Machine  
Telephone: +44 (0) 1895 631448  
E-mail: [anne@themessagemachine.com](mailto:anne@themessagemachine.com)