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TeleMate.Net Software Increases Profits for Cisco Channel Partners

TeleMate's product offerings accelerate Cisco sales and provide lucrative professional service opportunities to align growth strategy and customer satisfaction.

Norcross, GA – November 05, 2012 – TeleMate.Net Software, a global provider of voice network monitoring and Internet security solutions, has significantly increased value added opportunities for Cisco Systems' channel partners. Capitalizing on a fifteen year track record of designing and developing voice reporting solutions for Cisco's Unified Communication portfolio, TeleMate.Net Software is mounting a three point market strategy. The strategy includes a Cisco centric edition of TeleMate Unified Call Management (UCM) with enhanced visualization capabilities, direct access to TeleMate's globally recognized technical service organization with no-cost annual maintenance and customer training.

TeleMate UCM's rapid acceptance as the 'Ferrari' in the voice monitoring space has been driven by the company's ability to redefine traditional call accounting concepts. Pivotal to the success has been the marrying of technological advancements from TeleMate's Internet security product line, NetSpective Internet Content Filter, where real-time awareness and control is required. TeleMate UCM places emphasis on voice security information and event management (vSIEM) which provides role-based visibility into mission critical voice services. TeleMate UCM's ability to seamlessly overlay Cisco Call Manager, Contact Center, and TelePresense deployments features enterprise-class scalability for distributed networks where often the organization has disparate requirements. Network audits, service level agreements (SLA), capacity planning, quality of service (QoS) monitoring, employee productivity, call center queue management, and border security are common prerequisites TeleMate UCM addresses in a single solution.

"Having a product that you can answer 'yes' to with confidence is the exception when reselling technology", stated Gordon Jackson, CEO, Atlantic Digital Inc. "TeleMate addresses the challenge of placing business intelligence in the hands of the people who can act on it without spending valuable time gathering, validating, and reviewing. Second, the breadth of information provided gives a customer the confidence that their new Cisco deployment is running optimally."

Steven Tabaska, CEO of TeleMate.Net Software added, "The climb of Cisco as the enterprise leader in collaboration solutions remains a strategy TeleMate will continue to place in the forefront. By providing centralized aggregation of all communication activity and seamless network integration, Cisco-based channel partners have recognized the financial benefit TeleMate provides. With TeleMate in the initial proposal, partners increase revenue by as much as 10% and close a higher percentage of deals. Providing Cisco's Unified Communication Manager with TeleMate UCM is the all-inclusive business solution end users are demanding."

For an online demonstration of TeleMate's Unified Call Manager and more information on vSIEM, request a demo at www.telemate.net or contact us at info@telemate.net.

About TeleMate.Net Software

TeleMate.Net® Software is a global leader in developing voice and data network monitoring and security solutions. Products are cost effective, reliable, and feature-rich solutions used by service providers, corporations, and federal, state, and local agencies. Each product family creates unprecedented visibility within complex IT

networks allowing customers to spend less time collecting and monitoring data and more proactive time managing their overall business. Since 1986, TeleMate.Net Software has evolved its core reporting technology, incorporating the latest advances in database, reporting, user-interface, and categorization technologies, to become the dominate force in addressing telecommunications administrators core requirements. For more information about TeleMate.Net, please visit our website at: http://www.telemate.net.

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If you'd like more information about TeleMate® Unified Call Management, NetSpective Internet Content Filtering™, or NetAuditor® Event Manager, please email Marketing@telemate.net or visit the TeleMate.Net website at www.telemate.net.