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ZED-3 AND SIRACOM SIGN DISTRIBUTION AGREEMENT

Partnership will lead to widespread adoption of Zed-3's products throughout Europe

MILPITAS, CA, 28 July 2008 – Zed-3 today announced the signing of a distribution agreement with Siracom Ltd. of Basingstoke UK. Under the terms of the agreement, Siracom will distribute Zed-3's products throughout the UK and the rest of Europe.



Iain Milnes, president of Zed-3, and Robert Leggett, Director of Siracom, formally signed the agreement earlier this month after Siracom had performed extensive testing of Zed-3's products. Financial terms of the agreement were not disclosed.

Until the signing of this agreement, Zed-3 had focused its sales and marketing in the Americas, Asia, and the Middle East. The company had been seeing increased enquiries from the UK and other parts of Europe and had therefore decided it was time to appoint a distributor. In line with Zed-3's strategy of appointing distributors only that can fully support its products, Zed-3 chose Siracom over alternatives in the UK.

"I have known the people at Siracom for a long time now," said Milnes. "They have demonstrated a solid understanding of the market for IP communications in the UK and the rest of Europe. They have become leaders in the distribution of IP wireless products and there is great synergy between our product portfolio and the existing products distributed by Siracom."

Zed-3 designs and manufactures IP PBXs, IP phones, and IP gateways. All products are based on open standards and use SIP for the communications protocol. Siracom distribute IP telephony products and wireless products from Firetide, Meru, and Hitachi.

Leggett reinforced the ties between the two companies. "Zed-3 has demonstrated a leadership position in its field as demonstrated by the recent innovation award for its GS8 modular gateway. That product fits very well in our product line up and we already have applications for it. It is a unique product that can connect to IP PBXs from many different manufacturers and we have seen great demand for it."

Zed-3 introduced the GS8 modular gateway in May 2008; it accommodates plug in modules for analog, GSM, and CDMA. The system permits connectivity of phone calls between any of these interfaces and the SIP interface on the Ethernet port; it is unique in this functionality. The product allows a business or enterprise to make and receive calls on a cellular phone network thereby providing cost savings, convenience, and improved customer service.

By using Zed-3's GS8 modular gateway with other IP communications products from Siracom, the two companies can address the growing needs for fixed mobile convergence (FMC). A business is able to use a single handset to accept calls from its PBX over Wi-Fi and the GSM network.

Pricing and Availability

Siracom has stock of Zed-3's products today. These are sold to end users in the UK through a network of resellers. In other parts of Europe, Siracom sells the products either through affiliated distributors or through resellers. Pricing is available upon request.

About Zed-3

Zed-3 provides products that permit people to communicate simply, efficiently, and cost effectively. With careful attention to detail, these IP telephony products work seamlessly together and interoperate with products and services from other suppliers. Zed-3 can provide VoIP solutions to connect home workers, small businesses, and enterprises with multiple offices. Zed-3 has its headquarters in Milpitas, California and has offices in Bangalore, Beijing, and Singapore. The company's products are distributed in North America, Asia, Europe, and the Middle East.

For more information on Zed-3 or its products, access: <http://www.zed-3.com>.

About Siracom

Siracom is a specialist distributor in the fast-growing, highly-profitable, emerging market of voice, data, and Wi-Fi convergence. Siracom brings to its resellers a unique combination of product excellence, and outstanding support services to enable them to exploit this lucrative new technology sector. Siracom's proposition is innovative and exciting as they select the best of breed products from different manufacturers. These products are available as standalone product lines or as an integrated solution fully tested by Siracom to be interoperable.

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