



## NEWS RELEASE

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## **Esnatech Selected for Membership in Avaya DeveloperConnection Program**

*Network of companies creates innovative, IP-enabled Intelligent Communications applications that extend the value of multivendor networks*

### **For Immediate Release: 10/1/2006**

**Richmond Hill, Ontario** – Esnatech, a developer of unified communication solutions, today announced it has been selected by Avaya Inc. (NYSE: AV), a leading global provider of business communications applications, systems and services, for membership in the Avaya DeveloperConnection program.

Esnatech is the developer of the Telephony Office-LinX unified communications platform, an application family that delivers real-time messaging, presence and mobility solutions to small and mid-size enterprises.

The Avaya DeveloperConnection program promotes the development, compliance-testing and co-marketing of innovative third-party products that are compatible with standards-based Avaya solutions. Member organizations have expertise in a broad range of technologies – including IP telephony, contact centers and mobility applications – helping companies extend the value of multivendor networks and transform voice into an intelligent business application that delivers true value to the bottom line.

“Membership in Avaya’s developer community will help us build both our brand and our business by serving customers more efficiently and effectively under a very recognizable and trusted developer program,” said Mohammad Nezarati, CEO of Esnatech. “Building on Avaya resources and working more closely with the company to deliver compliance-tested solutions to the market, we are able to reduce network complexity, improve product quality and reliability, and speed time to deployment so businesses can quickly realize a benefit to their bottom line.”

The Avaya Developer*Connection* program currently includes thousands of software and hardware developer companies, integrators, service providers and customers. Members have created hundreds of innovative solutions tested for Avaya compliance, including natural language speech recognition applications, wireless services, specialized computer telephony integration and reporting capabilities, and applications tailored for specific vertical industries.

Through the Developer*Connection* program, Avaya provides a number of tools and capabilities to member companies. One example is Application Enablement Services (AES)—a set of application programming interfaces, protocols and Web services that makes it easier for developers to create Avaya-compatible networks, devices and applications.

“With the involvement of companies like Esnatech, our Avaya developer community has become a catalyst for rapid innovation — creating multivendor applications that help enterprises around the world unleash powerful new possibilities for operating more efficiently and effectively,” said Eric Rossman, vice president, developer relations and technical alliances, Avaya. “We help businesses embed secure, reliable Intelligent Communications into the very fabric of their organization so employees and customers have ready access to information regardless of where they are and how they prefer to communicate.”

As a member of the Developer*Connection* program, companies have access to a wide range of support from Avaya, including technical resources and training. There are four levels of membership – Registered, Innovator, Premier and Strategic – each entailing progressive levels of marketing and sales involvement. Free Registered membership is available to anyone interested in designing Avaya-compatible solutions. Higher-level Innovator, Premier and Strategic members must meet rigorous Avaya criteria for customer satisfaction, product support, business operations, marketing and sales. Esnatech is an Innovator member of the Avaya Developer*Connection* program.

Membership information and a listing of solutions developed and tested under the Developer*Connection* program are available at [www.devconnectprogram.com](http://www.devconnectprogram.com).

## **About Avaya**

Avaya Inc. designs, builds and manages communications networks for more than 1 million businesses worldwide, including over 90 percent of the FORTUNE 500®. Focused on businesses large to small, Avaya is a world leader in secure and reliable Internet protocol (IP) telephony systems and communications software applications and services.

Driving the convergence of voice and data communications with business applications - and distinguished by comprehensive worldwide services - Avaya helps customers leverage

existing and new networks to achieve superior business results. For more information visit the Avaya website: [www.avaya.com](http://www.avaya.com).

### **About Esnatech**

Founded in 1989, Esnatech's mission is to provide **communication solutions that are simply the best way to communicate!** Esnatech solutions empower organizations by giving them the flexibility to conduct business at any time, from anywhere, so they can manage the information they need, when they need it. Esnatech markets and distributes their products through OEM and VAR partners in 28 countries worldwide.

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