

SUTUS

Designed for Small Business

Corporate Fact Sheet

COMPANY DETAILS:

- Founded in October 2002
- Ownership: Private
- Head Office: Vancouver, BC
- Sales Offices: Lafayette, CA & Waltham, MA

MANAGEMENT TEAM:

- Jerry Meerkatz, CEO
- Shawn Chute, EVP
- Peter Baker, CTO
- Tracy Seward, VP Finance
- John Wigboldus, VP Sales

BOARD OF DIRECTORS:

- Greg Aasen, Chairman
- Jerry Meerkatz, CEO
- Phil Holland, Co-founder
- Geoff Catherwood, BDC
- Joe Timlin, Growthworks
- Trent Punnett, Independent

OUR PARTNERS

Sutus leverages an indirect sales channel of Telco's, ITSP's, Cable Companies, and integrators and a unique eco-system of partners. Each partner either already has, or is desiring to have, relationships with small business customers and therefore are motivated to see the others grow. Partners include:

BUSINESS PARTNERS:



CERTIFIED ITSP'S:



KEY SUTUS FACTS

- First to market with a fully integrated telephony, data, and networking solution designed specifically for the \$30billion small business market.
- Product line with multiple revenue streams: high margin initial sale and recurring revenue.
- Designed with the service provider in mind – remote management.
- Sutus leverages an indirect sales channel of Telco's, ITSP's, Cable Companies, and integrators all with existing, or desiring to have, relationships with small business customers

COMPANY:

Sutus develops and manufactures solutions that make office networking and telecommunications simple and affordable for small business. Our flagship product, the *Business Central* is a fully integrated small business appliance that includes a file server, email server, firewall, web server, networking switch, wireless access point and a telephone server capable of blending traditional telephony with VoIP. *Business Central* is also a 'gateway' for delivering hosted/managed services such as backup and disaster recovery, anti-spam, and other key vertical applications, all of which generate recurring revenues for Sutus and our partners. All services, features and functionality are tied together with an easy-to-use management interface.



.....what do you think makes more sense?

OUR TECHNOLOGY

Sutus Business Central™ is a fully integrated business-class phone, data and networking system and hosted services gateway designed and priced specifically for small businesses.

Core product features:

Data

- File server w/ RAID 1
- Email server
- Voice-mail to email
- Free/Busy shared calendaring
- Automated backups
- Hosted services gateway

Networking

- Secure firewall
- Intranet server
- Workspaces
- VPN remote access
- Wireless networking
- Dynamic DNS

Telephony

- Auto attendant & voicemail
- Workspace call groups
- Remote office connectivity
- Softphone support
- PSTN and/or VoIP
- Turnkey SIP trunking

OUR CUSTOMERS

Currently, the vast majority of small businesses are forced to use a mixture of consumer products that deliver only basic office technology or else rely on expensive 3rd party options – both of which stifle business efficiency. Sutus customers are small businesses with 3 to 25 people that want services and functionality designed with their needs in mind as well as turnkey access to the range of business services offered by ITSPs, ISPs, carriers, cable companies, and other leading application providers.

'Sutus Business Central is an ideal product for any small business looking to gain maximum efficiency and flexibility from their phone and IT infrastructure. It is a natural fit for our wide range of VOIP services....'

Dave Damer, President of ThinkTel