

PRESS RELEASE

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SOS ANNOUNCE NEW DISTRIBUTION CONTRACTS FOR FCT'S

(London, England) SOS Communications is delighted to announce two new distribution contracts that confirm their range of Fixed Cellular Terminals (FCT's) to be offered to the reseller market. SOS will be distributing products as sole UK distributor on behalf of German based manufacturer NovaTec, and as PBX/reseller distributor for US based manufacturer Telular.

Both the NovaTec and Telular ranges of FCT's satisfy different market requirements, which SOS believe will assist their resellers with further opportunities to match the perfect FCT to each individual customer's needs. SOS Communications will be launching the full FCT ranges from NovaTec and Telular at the 2004 Comms Channel Expo. Stand CC426.

The more complex NovaTec products have been designed to satisfy organisations utilising a high volume of landline to mobile connections. The models connect to the PBX via ISDN BRI or PRI and can provide up to 60 GSM Channels. The FCT's enable voice, internet and e-mail facilities, and the networkable SMS text message (which includes email to SMS text messaging software) facility is unique to the NovaTec range at no extra cost. In addition, the Advanced Least Cost Router and GSM Router are provided in one integrated system, whilst full call data provision, an automatic network management system and real time call monitoring are also available.

The already popular Telular FCT range has been created specifically for the SME market. The products have ample capacity at the most affordable unit cost known for this type of technology. The single SIM units connect to the PBX by either analogue line or extension port, have voice, internet, e-mail and SMS text messaging facilities, and enable powerful Least Cost Routing.

Telular holds a major benefit as the only FCT manufacturer of its kind to have products offering a fax facility enabling analogue group 3 fax connection. The products are suitable for fixed office connection or remote operation, for example, marine vessels, temporary facilities (i.e. building sites), or as an emergency service for disaster situations.

The NovaTec and Telular ranges can both be installed and operated easily and quickly, and remote supervision and control will minimise service costs. SOS will be providing full technical support to all resellers for both product ranges.

SOS Communications Managing Director – Colin Hepher, commented ‘The concept of using wireless systems for basic telephone service is growing rapidly - in both developed and developing countries. In many situations, either the cost to telephone a mobile from a landline is creating huge telephone bills or the landline systems are unsuitable or unavailable. Our range of FCT products offer reliable and cost-effective communication via wireless communications networks - using familiar telephone handsets, fax machines and personal computers.’

FCT Notes

Utilising the latest technology, FCT's provide businesses with the solution to reduce extortionate mobile telephone bills created by staff in regular contact via mobile phones. When installed, instead of the call following the traditional route typically costing between 12p-25p per minute, the landline call is bypassed to follow the FCT route, meaning a mobile-to-mobile call is invoked. This creates a considerable saving on the user's telephone bill (subject to cellular providers' tariff), with the cost per minute reducing to approximately 4p-8p per minute.

The FCT's provide seamless, transparent connectivity by using the existing wireless infrastructure - fulfilling the delivery and quality requirements for voice and data regardless of location. The FCT solutions deliver a very real advantage to both service providers and consumers - overcoming the limitations of cost, availability or practicality of traditional wireline systems.

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SOS Communications are distinguished distributors and brokers of telecoms systems – enabling true dealer support. We can provide the latest developments within the telecoms industry, from most recognised manufacturers. Operating since 1994, SOS Communications is a distributor and the only recommended repair centre for Toshiba Telecoms UK.

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Photos / images are available on request.

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