



## Press Release

**FOR IMMEDIATE RELEASE**

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### PERCIPIA NETWORKS SELECTS VTECH AS PREFERRED PHONE FOR FREQUENCY PBX

*VTech Announces Preferred Supplier Agreement with  
Leading Telecommunications Provider for the Hospitality Channel*

**BEAVERTON, Ore.**, June 21, 2011 – VTech Telecommunications Ltd, a wholly owned subsidiary of VTech Holdings Ltd. (HKSE: 303), announced today that VTech Hospitality is the newest strategic supplier of [hotel phones](#) for Percipia Networks, a leading provider of technology solutions specializing in hospitality. VTech is showcasing its entire series of contemporary and classic hotel phones at HITEC, the world's largest hospitality technology show, June 20-23 in Austin, Texas (Booth #1107).

Percipia will now carry VTech's analog and SIP corded, cordless and trimline phones for hotel guestrooms. Backed by more than 25 years of telephony expertise, VTech has built a reputation of delivering easy-to-use, design-forward and technologically advanced phones for personal communications. At last year's HITEC show, VTech announced its first line of communication solutions customized specifically for the hospitality market.

"I am incredibly pleased about our new partnership," said Michael Velasquez, CEO of Percipia Networks. "VTech's telephone design, business history and strong brand image set them apart within the industry and make them the right fit for Percipia Networks."

VTech phones are available for Percipia's new asterisk based Frequency PBX platform. Percipia Networks recently launched their Frequency PBX, an affordable IP phone system specifically designed for the hospitality industry.

"We are eagerly looking forward to our strategic partnership with Percipia," said Dan Seale, president of VTech Hospitality. "Percipia is known industry-wide for their innovative technology and network solutions and we are honored to be selected as the exclusive supplier of our family of VTech hospitality phones to Percipia. The synergies between the companies are strong and the hospitality market will benefit from our combined efforts,"

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VTech's hotel phones are scalable and can be customized for a variety of different business models, property needs and special requirements. Products in the Classic and Contemporary series include:

- 1-line/2-line [analog corded](#) and [SIP corded phones](#)
- 1-line/2-line [analog cordless](#) and [SIP cordless phones](#)
- [Analog corded](#) and [SIP corded lobby phones](#)
- [Analog corded](#) and [SIP cordless TrimStyle phones](#)
- [DECT cordless handset accessories](#)

For full product information on VTech's line of hotel phones, visit [www.vtechhotelphones.com](http://www.vtechhotelphones.com). To reach the Percipia Networks sales team, please call 800.806.0408 extension 1

#### **About VTech®**

*VTech is the world's largest manufacturer of cordless telephones and a leading supplier of electronic learning products. It also provides highly sought-after contract manufacturing services. Founded in 1976, the Group's mission is to be the most cost effective designer and manufacturer of innovative, high quality consumer electronic products and to distribute them to markets worldwide in the most efficient manner.*

*VTech Hospitality leverages the Group's 20 years of experience and expertise in consumer telephony to develop innovative communication solutions customized specifically for hotels, resorts and conference centers. VTech delivers scalable phone systems that can be optimized for a variety of different business models, property configurations and hotel guest needs. For more information, please visit [www.vtechhotelphones.com](http://www.vtechhotelphones.com).*

#### **About Percipia**

*Globally recognized as a leading provider of innovative applications to the hospitality industry, Percipia Networks has an established presence as a pioneer in the advancement of next-generation guestroom technologies, including messaging platforms, feature-rich voice applications and IP telephony. Percipia is well known for their Parallax software, which offers unique IP phone applications for guest rooms such as room service, group directories and more for vendors like Cisco and NEC. Percipia Networks also offers a wide range of technology solutions and applications – for more information please visit [www.percipianetworks.com](http://www.percipianetworks.com)*

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