

**Edgewater Networks and VTech® Communications Deliver
Full Product Line Interoperability To Make VoIP Simple and Affordable for
Small/Medium Businesses**

San Jose, CA – November 6, 2014 – [Edgewater Networks, Inc.](#) announced today that its [EdgeMarc](#) suite of Enterprise Session Border Controllers (ESBC) is fully interoperable with VTech's [ErisTerminal™](#) product line. Now, small and medium-sized businesses (SMB) who have been locked out of Voice over IP (VoIP) benefits in the past can enjoy the simplicity of set-up and access services immediately. Quality of Service (QoS), dramatically expanded features and security for voice calls are all reasons why thousands of SMBs have been switching to VoIP in recent years.

“VTech’s new ErisTerminal SIP phones have been designed to help businesses of all sizes enjoy the benefits of VoIP while moving away from traditional PBX to cloud-based solutions, without sacrificing mobility, price, reliability and usability,” said Graham Williams, Vice President of VTech’s Business Phone Division. “The goal of full interoperability has been to make the transition to VoIP as seamless as possible for SMBs, reducing the downtime and expense that have put deployments off in the past.”

Why small and medium-sized businesses are making the call to switch to VoIP:

- Lower cost phone calls using Skype-like technology, but secured for business communications
- The flexibility to make VoIP calls anywhere there is an Internet connection
- Opportunities to integrate communication processes like video and audio conferencing and fax through email

“Our EdgeMarc product line is a natural fit for VTech’s ErisTerminal,” said Dave Norman, Chief Executive Officer of Edgewater Networks, Inc. “As a result of our interoperability, VTech customers now have a true plug-and-play VoIP solution. We’re very happy that the industry is continuing to move in the direction of simplicity without sacrificing any of the communications capabilities.”

For more information on Edgewater Networks’ EdgeMarc product line, please visit:
<http://edgewaternetworks.com/products-services/edgemarc/>

For more information on VTech’s ErisTerminal products, please visit:
http://businessphones.vtech.com/products/product_list/eristerminal

About Edgewater Networks, Inc.

Edgewater Networks has more than 10 years of experience in providing managed services platforms for the delivery of IP-based voice, video and data services. More than 4 million Edgewater ESBC sessions are currently deployed by some of the largest service providers and enterprise organizations, including one of the two largest U.S. carriers and three of the top five U.S. cable operators. The company is developing a new patent-pending platform that employs recent advances in SDN and NFV to open new markets for service providers by allowing them to quickly and profitably deliver a new class of business services. To learn more about Edgewater Networks solutions, please visit www.edgewaternetworks.com or follow us on Twitter at @ewn_inc.

About VTech

VTech is the world’s largest manufacturer of cordless telephones and the global leader in electronic learning products from infancy to preschool. It also provides highly sought-after contract manufacturing services. Founded in 1976, VTech has leveraged its expertise and success in cordless telephony to offer a portfolio of innovative, DECT 6.0 business phone solutions, including ErisTerminal™ SIP phones. A cost-effective alternative to traditional analog and digital phone systems, ErisTerminal offers feature-rich desktop phones and cordless options. Compatibility with open-source and hosted PBX platforms like Broadsoft gives customers access to the industry's leading, end-to-end IP communications solutions. For further information on VTech and its array of business phone products, please visit <http://businessphones.vtech.com>.

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Media Contact for Edgewater Networks:

Phil Lanides

617.624.3250

edgewaternetworks@racepointglobal.com

Media Contact for VTech:

Josh Rhodes

503.471.6853

josh.rhodes@edelman.com