# Cite ■ The VolP Migration Company™

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## Citel Technologies, Inc. Announces New Partner in Latin America

Citel Teams with e-nteractiva in Latin America to offer its Portico™ TVA™ VoIP Solution to Metaswitch Carriers in the Region

Metaswitch Forum 2011, Las Vegas, NV — October 3, 2011 — Citel Technologies, Inc. is pleased to announce the recent signing of an Authorized Reseller Agreement with e-nteractiva of Lima, Peru for the sales and marketing of its VoIP migration device in South America. Citel has been selling in the South American market for a number of years, and sought a local partner to ensure both strong pre- and post-sales support for the Portico™ TVA™. Citel moved forward with a formal agreement with e-nteractiva after understanding the benefits of bundling digital and P-phone media gateway with their existing business offerings.

The Portico™ TVA™ offers companies, particularly Metaswitch's customers, the ability to migrate their customers to VoIP without the unnecessary burden of ripping and replacing existing cabling infrastructure, purchasing new IP phones and installing Power over Ethernet switches. Customers can retain their existing digital, analog and Centrex phones without removing the existing switches by SIP-enabling the phones through the use of the Portico™ TVA™. This is a quick and cost effective means of VoIP migration.

"e-nteractiva is a Value Added Distributor with a strong commitment to the Latin American market," said Franco Paolo Carranza, e-nteractiva's CEO. "We design and deploy business solutions that generate results with real ROI for our customers."

e-nteractiva seeks to build a group of companies across the region capable of delivering these new technologies to businesses. Carranza stated that the Portico™ TVA™ will help maximize both their cloud-based and premise-based VoIP offerings, especially where the cost of migration is a key consideration. As a result, e-nteractiva will have more ways to increase the value of their service offerings, allowing the company to further differentiate itself from competitors.

"We are very impressed with e-nteractiva's business direction and sales growth and recommended that e-nteractiva be offered exclusivity in Peru, Argentina, Chile, Ecuador, Bolivia and Colombia," said Ian Gomm, Citel VP of Sales & Marketing. "We look forward to working closely with e-nteractiva to further develop these markets and help leverage their high level of market understanding."

#### **About Metaswitch Forum 2011**

Now in its eighth year, the Metaswitch Forum is firmly established as a premier event for service providers that are embracing the move to all-IP networking and services. With more than 200 service providers attending from around the world, Metaswitch customers and prospects value the opportunity to talk technology, analyze trends, share marketing ideas and explore solutions at our Mosaic partner expo. This year's event looks closely at the impact of customer mobility and the migration to ever more intelligent endpoints interacting with a cloud service core. Featuring customer, celebrity and executive keynote speakers, specialized tracks and continuous networking opportunities, Forum 2011 runs from October 3-6 at the Bellagio Resort and Casino, Las Vegas. For more information, visit http://www.metaswitchforum.com/. Or #mforum2011.

#### About e-nteractiva

E-nteractiva designs and deploys solutions for Services Providers and companies who want to maximize their revenue and productivity while reducing the costs associated with the implementation of new concepts and technologies through channel partners in the South America market. The company offerings enable radical cost reduction and operational efficiency by breaking traditional concepts and geographical barriers. E-nteractiva takes the Information Technology and Communications portfolio to another level by using state-of-the-art solutions and developing alliances with leading global manufacturers. E-nteractiva headquarters are located in Lima PERU with operations in Argentina, Chile, Ecuador, Bolivia, Colombia with an expansion to Brazil planned for 2012.

### About Citel Technologies, Inc.

Citel enables SMBs, large enterprises and service providers to realize the cost and productivity benefits of IP telephony while at the same time leveraging their existing PBX infrastructure. Businesses with single or distributed locations and PBX vendors can now deploy next-generation IP applications and services at their own pace, with minimal business disruption. Service providers can deploy Hosted IP telephony services quickly, without having to "rip and replace" existing enterprise PBX handsets and LAN cabling. Citel is based in Amherst, New York with offices in Loughborough, England (UK) and Toronto, Canada.

For more information, media inquiries only:

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