

## German telecoms vendor TELES strengthens ties with Du Pont

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TELES, the Berlin based Next Generation Network and Access Gateway vendor has strengthened its ties with Johannesburg's voice-based telecommunications solutions company Du Pont Telecoms.

This has led to Du Pont establishing a new division, using the brand TELES Africa, which will provide full customer support and supply the complete TELES product range of mobile and VoIP gateways and Class 4 and Class 5 next generation network solutions throughout Southern Africa. There is also potential for expanding in the future into the Eastern, Central, and Western regions of the continent.

With over 25 years in the telecommunications industry and an outstanding track record of supplying service providers and enterprises with high quality solutions, TELES has more than 200 carrier network customers and has deployed millions of voice ports worldwide.

Du Pont CEO Graeme Victor says the decision to establish the new division under the brand TELES Africa, and expand to a premium partnership in December 2009, follows the company's signing of a distribution agreement with TELES in 2008 for TELES access gateway enterprise products and solutions.

"With the establishment of the brand TELES Africa, the TELES VoIP Gateways and Class 5 IP Centrex solutions will now be made available directly to African carriers and network service providers as well," he explains.

Richard Fahringer the COO of TELES AG has welcomed the company's closer ties with Du Pont and the establishment of the brand TELES Africa.

"Over the past year Du Pont has successfully repositioned TELES as a premium brand in the region, particularly in the enterprise space. With the rapid adoption of VoIP technology, the time is now right for TELES penetration into the local and African market to be expanded. With its strong local service presence, knowledge of the market, and familiarity with key regional customers, Du Pont is well placed to drive this," he concludes.

A Deutsche Boerse Prime Standard listed company with headquarters in Berlin, Germany TELES also has offices throughout Europe, the Middle East, and Latin and North America as well as a global network of distributors and system integrators. TELES provides worldwide wireline and wireless telephony service providers with complete Class 4 and Class 5 Softswitch solutions, VoIP gateways, and mobile gateways for GSM, CDMA, and UMTS networks. We at TELES are proud of our successful track record having deployed more than 200 live carrier and service provider networks with millions of voice ports.

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