

Vierling and its partners at Cebit

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Good prospects for Vierling Ecotel GSM gateways

Ebermannstadt, Germany – March 2, 2009. This year Vierling is again represented through its partners at Cebit in Hanover, Germany (March 3-8, 2009). Vierling's distribution partners are presenting the Ecotel GSM gateways and VIT DSL testers. The focus is on the digital Ecotel ISDN2-x and analog Ecotel GSM3-3x GSM gateways as well as solutions for connecting GSM gateways into E1 lines. Vierling products will be shown by Allnet (hall 13, booth C57), Herweck (hall 12, booth C30), Komsa (hall 12, booth B70) and NT Plus (hall 25, booth F100). Vierling is forecasting good sales for its GSM gateways business unit in 2009.

Increasing demand for GSM gateways

The digital and analog GSM gateways of type Ecotel ISDN2-x and Ecotel GSM3-x allow cost-effective calls from a company's PBX to mobile radio networks. Today's range of mobile radio contracts can be accommodated through the use of GSM gateways. Ecotel GSM gateways can reduce the cost of making calls by up to 70%. This is why Vierling is forecasting increased demand in 2009. The analog Vierling Ecotel GSM3-x gateway that was launched in December 2008 can also be used as a last mile solution. This gateway allows connection of PBXs, desktop telephones, analog fax machines and web-connected PCs via mobile radio at locations with no fixed network access. Vierling is expecting growing demand for these solutions among construction companies and vehicle fleet operators, for example.

Connecting compact GSM gateways via E1

Vierling is also presenting its new Ecotel PRI connect packages, each of which consists of one to four Ecotel GSM gateways and a PRI-IP router. Medium and large companies can now connect cost-effective GSM gateway solutions with four or more GSM channels into their E1 lines. The Ecotel PRI connect packages use compact Ecotel GSM gateways of type Ecotel VoIP-1xSB and multichannel GSM gateways of type Ecotel VTM pro. The PRI-IP router is specially preconfigured for use with Vierling Ecotel GSM gateways.

Economic conditions favor GSM gateways

"Cebit is a great platform for meeting with business associates and gaining insight into market conditions", said Markus Diehl, Director Sales Marketing at Vierling. "Demand for GSM gateways has increased in recent months, which we attribute to some extent to current economic conditions. Companies are looking hard for ways to reduce costs, including telephone charges. Vierling Ecotel GSM gateways allow companies to save a significant amount of money every month. Vierling GSM gateways are also appealing to specialized dealers. We deliver a premium professional product that works reliably in any configuration with any PBX, generating good margins for our dealers."

Would you like a press interview at Cebit?

Please contact: Annette Strian, +49(0)9194 97 306 / marketing@vierling.de

Would you like to meet with someone in sales or product management?

Please contact: Markus Diehl, +49(0)9194 284 / marketing@vierling.de

The Vierling Group is based in Ebermannstadt, Germany near Nuremberg and offers customized communications equipment, test equipment and electronic manufacturing services (EMS). Vierling Communications GmbH has a product portfolio that includes mobile radio gateways designed to enable efficient interconnectivity between GSM mobile radio, IP telephony (VoIP) and fixed networks (ISDN and analog) as well as stationary and portable test and measurement solutions for telephone, DSL and broadband networks and IP-based services. Vierling Production GmbH develops and manufactures electronic equipment ranging from individual modules to complex systems for companies in diverse industries. Vierling Communication SAS is an independent subsidiary specializing in test equipment based near Paris in Plaisir, France. Vierling is represented by

sales partners in more than 40 countries. Additional information: www.vierling-group.com.

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