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## **Esnatech reports record Q'1 sales results in 2006**

*Esnatech reports record Q'1 sales results for its Unified Communication portfolio*

**Richmond Hill, Ontario, Canada, May 1, 2006**— Esnatech, a provider of enterprise Real-Time communications solutions, announced today it achieved record Q'1 results for revenue and units sales for its portfolio of Unified Communication solutions for the period ending March 31, 2006.

Sales for Esnatech's Telephony Office-LinX portfolio from Jan. 1- March 31 in 2006 were on average 20% greater than results for the same period in 2005. North America, South America and the EMEA region had growth rates of 20%, 30% and 20% respectively for units shipped compared to the same period 2005. Considerable growth came from the OEM distribution channel that represented over 70% of their revenue and 80% of their Units shipped.

"2006 represents a significant change in the industry with the validation of how Unified Communications will change the way business communicates. We are seeing this space move from early adopters to mass market as customers ask for applications that add value to their newly acquired IP or VOIP network." Davide Petramala, Vice President, Business Development. "We are also seeing massive demand for applications from customers with legacy phone equipment, who need technology that works with their existing infrastructure but delivers costs savings and significant productivity gains. UC delivers on this promise and the result is the growing sales for our technology."

"I am impressed by the entire Esnatech team and believe that the financial growth cited in today's announcement reflects positively on Esnatech's already prominent position in the Unified Communications market." said Mohammad Nezarati, President of Esnatech. "The changes we have made to the strategy, product focus and customer segmentation will allow Esnatech to continue its strong growth trajectory and revenue. We significantly grew our customer base through new packaging and product releases. While validation of our technology continues as demonstrated by the increased revenue and unit shipments, I look forward to the execution of the company's business plan in the coming quarters as we continue to grow this business and establish ourselves as the market leader in enterprise Unified Communications."

Esnatech's Unified Communications platform Telephony Office-LinX is a complete real-time communication solution for businesses between 5 and 500 employees. It provides secure server based wireless messaging with access to messages conveniently from virtually any communication device, including office telephones, cell phones, PDA's, PC's, or any web browser.

Telephony Office-LinX bundles a suite of communication solutions including location-based routing, fax, online and offline access to presence management and text messaging, speech-enabled routing and corporate dialing, desktop call control, IVR and CRM integration, all bundled into one integrated platform.



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Telephony Office-LinX is already tightly integrated with Microsoft Windows, Exchange, Office, Terminal Services and Outlook. It can be administered directly from an organization's Microsoft Management Console or through Terminal Services over the web. Users can be managed through Active Directory and Group Policy.

## About Esnatech

Founded in 1989, Esnatech's mission is to provide **communication solutions that are simply the best way to communicate!** Esnatech solutions empower organizations by giving them the flexibility to conduct business at any time, from anywhere, so they can manage the information they need, when they need it. Esnatech markets and distributes their products through OEM and VAR partners in 28 countries worldwide.

*Note to editors: If you are interested in viewing additional information on Esnatech, please visit the Esnatech Web page at <http://www.esnatech.com/products/index.htm> on Esnatech's product pages. Web links, telephone numbers and titles were correct at time of publication, but may since have changed. For additional assistance, journalists and analysts may contact Esnatech's Marketing department at [Marketing@esnatech.com](mailto:Marketing@esnatech.com). Microsoft, Windows, Exchange, Office & Terminal Services are registered trademark of Microsoft Corporation*

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