



NEWS RELEASE

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Fulton Communications and PanTerra Networks Ink Deal to Distribute WorldSmart Cloud Services

SUNNYVALE, CA, December 19, 2012 -- PanTerra Networks (www.panterranetworks.com), the leading provider of Unified Cloud IT Service solutions for mid-market enterprises, announced today that Fulton Communications, a national distributor of enterprise communication and security technology, has partnered with PanTerra to offer WorldSmart, cloud base services to its national customer base.

"We see PanTerra as a leader in unified cloud IT service solutions and the addition of their portfolio to our company will satisfy our 2013 initiatives of providing cloud-based solutions while increasing our market reach in the US," said Brian Hawk, VP-Sales, Fulton Communications. "We've seen a continued interest in cloud-based services from our mid-market clients and the relationship provides us with the greatest value for our customers."

Fulton Communications has the largest Mitel installed customer base in the country, with offices in Atlanta, Phoenix, Tuscon, Orlando, Tampa, St. Louis, Springfield, Houston, Dallas, Memphis, Nashville, Washington, Denver, Cincinnati, and Columbus, and prior to the partnership offered carrier services in 19 markets. With the addition of PanTerra as their preferred unified cloud IT service provider, Fulton can now offer communication services to over 95% of the country increasing both their market reach and cloud service offerings.

"We view this partnership as a great opportunity for both companies to increase their cloud-based service distribution and further re-enforces PanTerra's unified cloud services leadership within the industry," said Arthur Chang, President and CEO of PanTerra Networks. "Additionally, PanTerra is preparing to introduce additional unified cloud IT services in early 2013 that will provide even greater value to Fulton's customer base. Additionally, with PanTerra's innovative FastStart partner program, Fulton was quoting and presenting PanTerra services within days of the agreement."

About Fulton Communications:

Fulton Communications is the leading provider of advanced VOIP applications including unified communications, collaboration, mobility, and other advanced telephony software applications. Fulton has been providing technology solutions for over 48 years and brings a rich heritage of providing outstanding solutions that provide a solid return on investment (ROI) for the end user.

About PanTerra Networks

PanTerra Networks, Inc. is the premier service provider of unified cloud IT services serving mid-market enterprises. WorldSmart unified cloud IT solutions include unified communications, storage and mobility services delivered as a fully managed solution under the brand SentraCloud, or self-managed that can be administered by the customer, third party partner or



both. PanTerra services are sold direct, through indirect channels and as a private branded wholesale solution. Visit the company's website at www.panterranetworks.com.

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