Media Contacts:

John McElhenny
Schwartz Communications
(781) 684-0770
digium@schwartz-pr.com

Jane Brooks
Digium
(256) 428-6075
jbrooks@digium.com

Digium® and Third Lane Partner to Deliver Cost-Effective Multi-Tenant PBX Solutions

Combined solutions enable service providers, resellers and integrators to offer enterprise-class phone systems for small or highly distributed companies

HUNTSVILLE, Ala. and FAIRFAX, Calif.—December 10, 2008—Digium®, Inc., creator and primary corporate sponsor of the popular Asterisk® open source telephony platform, and Third Lane today announced that Third Lane has become a Digium software partner. The companies have collaborated for years and Third Lane has contributed to the open source Asterisk project sponsored by Digium. Today's partnership assures enterprise customers as well as Internet service providers (ISPs), Internet telephony service providers (ITSPs) and resellers that Third Lane solutions are fully compatible with unmodified Asterisk and Asterisk Business Edition™.

Digium's Asterisk telephony platform is used on millions of servers worldwide to manage voice over IP (VoIP) calls for businesses and individuals. In addition to creating and maintaining open source Asterisk, Digium offers a full line of products based on the software, including the turnkey Switchvox® IP PBX, professional grade Asterisk Business Edition and the open source software appliance AsteriskNOW™.

"Digium has long benefited from Third Lane's contributions to the Asterisk community, so we're pleased to formally partner and to work closely with each other," said Jim Webster, director of technology partnerships at Digium. "Third Lane's PBX solutions fit a segment of the market looking for a solution that allows significant customization, and companies in the hosting

business who need multi-tenant PBX support. When combined with Asterisk Business Edition, Third Lane's products address those customers while providing a commercial-grade telephony platform supported by the creators of Asterisk."

Third Lane provides a family of telephony products based on Asterisk that include advanced management tools designed for use by service providers and businesses. Organizations select the Thirdlane PBX when they require a highly configurable, open system. Significantly, Third Lane is the first company in the Digium ecosystem to provide a true multi-tenant PBX that allows ITSPs and resellers to host virtual PBXs for their customers — oftentimes small or highly distributed companies. Thirdlane Multi Tenant PBX supports numerous virtual PBXs on a single server, allowing ITSPs to host telephony services by requiring relatively low investment in equipment in order to enter the market.

Erik Smith is chief technology officer of BluegrassNet, a Kentucky-based ISP. BluegrassNet is a Third Lane customer and partner, and a Digium Authorized Reseller. "Hosted VoIP solutions based on Asterisk and the Thirdlane Multi Tenant PBX are popular with our customers because they get all the features of a business phone system with low up-front costs, fast deployment and reasonable monthly payments," Smith said. "Competitive products are very expensive and often charge per seat. We're seeing strong interest in Asterisk-based solutions such as Third Lane's because they're simply more flexible and affordable."

Alex Epshteyn, founder of Third Lane, commented: "Companies work with Third Lane for our proven Asterisk expertise and multi-tenant PBX solution. They recognize and value best-in-class capabilities, so for us, partnering with Digium became a key way to validate our deep knowledge of Asterisk and promote interoperability with Asterisk Business Edition."

About Third Lane
One of the first management tools for Asterisk, Thirdlane PBX simplifies customization and configuration of the Asterisk IP-PBX and is used by businesses and service providers worldwide. Thirdlane PBX's extensive feature set and high-performance design make it an ideal platform for service providers and facility managers that want to offer hosted IP-PBX services to multiple tenants. Because the system delivers easy access to the full power and functionality of Asterisk, system integrators and developers can use it to efficiently build and deploy end-to-end businesses processes that integrate voice. Founded in 2003, Third Lane Technologies, LLC is based in Fairfax, California. For more information please visit www.thirdlane.com or call 1 (415) 261-6600.

About Digium

Digium®, Inc., the Asterisk® Company, created, owns and is the innovative force behind Asterisk, the most widely used open source telephony software. Since its founding in 1999, Digium has become the open source alternative to proprietary communication providers, with offerings that cost as much as 80 percent less. Digium offers Asterisk software free to the open source community and offers Asterisk Business Edition and Switchvox IP PBX software to power a broad family of products for small, medium and large businesses. The company's product line includes a wide range of hardware to enable resellers and customers to implement turnkey solutions or to design their own voice over IP (VoIP) systems. More information is available at www.digium.com.

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