

Du Pont E-Newsletter

February 2009



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Message from the CEO

Du Pont has joined forces with one of the world's leading wireless telephony service providers to bring an amazing range of truly innovation, cost-effective, productivity-enhancing solutions to sub-Saharan Africa. Scroll down for more details.

From the CEO's desk

When leading German telephony solutions provider, TELES, was looking for a partner to help them expand their presence in sub-Saharan Africa, they contacted Du Pont Telecoms to see if we could assist.

After investigating the Berlin-based Next-Generation-Network (NGN) and Access Gateways vendor and its offerings, we were delighted to sign a distribution partnership agreement with them.

The TELES range of products is among the most exciting I've seen for a long time. It's not a cliché when I say that they will revolutionise the way

businesses and individuals communicate. They're incredibly advanced, yet amazingly simple and extremely practical to use. Importantly, they are more than gee whiz technologies in search of a solid business proposition.

Implementing one or more of the TELES solutions makes excellent business sense – and cents – for enterprises large and small.

Imagine having a PABX that isn't there. Actually, it's a 'virtual' PABX. You have all the functionality of your traditional switchboard, but you don't have to buy it, install it or maintain it, unless you want to. And it serves your entire organisation, regardless of how many offices or branches you have.

In fact, it's almost infinitely scalable. You can add or remove branches and/or extensions almost at the click of a mouse. It's that simple and that cost-effective. In addition, you can add or remove functionality as required.

One of the best features of your virtual switchboard is that you only need one telephone number for your entire organisation. Once the call is answered, it can be transferred to anyone, anywhere in your business regardless of where they are physically located.

But there's more.

Because of advanced "fallback" technology – some refer to this as "Remote Survivability" – your switchboard will probably never be out of order, ever. Telkom lines may go down (or be stolen); one cellular network may be overloaded; but your virtual switchboard just keep on working.

This is just a small taste of what our new TELES offerings can do for you. If you want to find out more, please feel free to contact **Rob** on **0861 DU PONT**.

Best wishes,
Graeme Victor

