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iHub and Nortel Provide Instant Communication Solutions to UK SMBs Hosted SIP-Based Services Mean SMBs Choose the Best IP Solution for their Needs

LONDON – iHub, a UK-based telecom provider, has today launched a new way for small and medium businesses (SMBs) to start on a path to unified communications, using an [IP Powered Business Solution](#) from Nortel* [NYSE/TSX: [NT](#)].

iHub is now able to offer reliable, resilient, hosted services for channel partners to resell to the SMB market. iHub's SIP-based offerings mean that SMBs have access to a range of communications methods including instant messaging, multimedia conferencing and IP telephony. iHub's deployment of a Nortel technology solution enables SMBs to benefit from the minimal initial cost and complexity of iHub's hosted solution today, while putting them on the road to realising additional cost-saving benefits and productivity gains associated with a full [unified communications](#) solution in the future.

"Nortel believes in providing SMBs with the opportunity to choose the best communications solution that meets their individual needs," said Peter Newcombe, president, Carrier Networks EMEA, Nortel. "We have a highly successful range of IP-PBX offerings, but not every SMB wants to build and run its own enterprise communications system. Recognising this, we've been working with forward-thinking telcos, like iHub, to ensure that reliable, resilient hosted services are another option available in the market."

"iHub has selected Nortel's Communication Server 2000 IP multimedia switch to be at the heart of our platform," said Mike Webb, CEO, iHub. "The Communication Server 2000 ensures the delivery of a robust service for end users, ultimately providing a highly reliable and secure communications environment that can grow as the business grows."

In a related announcement, Westcon, a leading value-added distributor of convergence, security and mobility solutions, announced its partnership with iHub to launch 4SureConnections. The "white label" solution will enable Westcon resellers to provide a hosted telecommunications solution – helping increase their overall value proposition to end-users and allowing them to benefit from predictable revenues.

iHub's hosted solution relies on Nortel's [Communication Server 2000](#), the IMS-ready, market-leading IP multimedia softswitch which provides all of the critical features that service providers consider necessary to deliver revenue-generating opportunities: strategic architecture, comprehensive services, regulatory features, geographic redundancy and carrier-grade attributes.

Additionally, Nortel has provided iHub with marketing and sales tools including SMB sales guides, end-user business cases, sales training and demonstration videos.

Nortel provides VoIP and multimedia solutions to many of the world's leading service providers, including Bell Canada, Rogers Communications, SaskTel, Telus, Verizon, Embarq, Verizon Business, BT, Cable & Wireless and Neuf Cegetel. According to Dell'Oro Group, Nortel is the worldwide leader in carrier VoIP and has maintained that position for the last six years (2002-2007). Nortel has deployed its existing SIP applications with more than 100 operators globally and has shipped more than 54 million carrier VoIP ports.

About iHub

iHub is a carrier grade business communication service provider for SME's specialising in branded and white label hosted IP telephony for the reseller community. Headquartered in the UK, iHub is a vendor partner of Westcon and powers the 4SureConnections hosted IP service which is available to the Westcon reseller

community. iHub technology partners include Nortel, Verizon, BT Wholesale, and Cisco. Further information about iHub is available at www.ihub.co.uk**.

About Nortel

Nortel is a recognized leader in delivering communications capabilities that make the promise of Business Made Simple a reality for our customers. Our next-generation technologies, for both service provider and enterprise networks, support multimedia and business-critical applications. Nortel's technologies are designed to help eliminate today's barriers to efficiency, speed and performance by simplifying networks and connecting people to the information they need, when they need it. Nortel does business in more than 150 countries around the world. For more information, visit Nortel on the Web at www.nortel.com. For the latest Nortel news, visit www.nortel.com/news.

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