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Cover Networks Discovers Gem in Taridium's comms Provider Platform

Company Favors Taridium Solution Over Its Internally Developed VoIP Platform

New York, NY, Nov. 19, 2007 -- Taridium (<http://www.taridium.com>), a next-generation VoIP solutions provider for both enterprises and service providers, announced today that Cover Networks, a triple-play service provider of voice, Internet, and television, has selected its comms Provider Platform for its clean interfaces for administration, business and residential users.

Cover decided that to be competitive, it needed to add VoIP phone service to its offerings. Its goal was to find a feature-rich and cost-effective platform to actualize a quicker ROI.

The Taridium comms Provider Platform was selected for its:

- Ability to generate revenue immediately in the target market
- Excellent support and direct access to developers in the company
- Price-to-performance ratio
- Continued improvements by the open-source community
- Five interfaces
- Integrated billing system
- Multi-tenant partitioning.

Network architect Josh Buehler said Cover looked at other solutions that were either too expensive or did not have a clean user interface. "They were not appropriate for use in a provider space. In essence we were looking at development kits that did not solve our situation," he said. "We simply could not afford getting into the market for \$250,000 or more."

"After an exhaustive search we decided to design and build out our own VoIP platform internally utilizing open-source products," said Greg Tyson, Cover Networks vice president. However, Cover soon realized that it would have to hire a software developer and Unix programmer to support its own platform. Bringing this expertise in-house would have required six-figure salaries and at least six months of development, plus continued support. Cover decided that to be truly competitive and offer a feature-rich, cost-effective solution, it would need to move off its home-grown platform and onto a solution such as comms.

"The comms Provider Platform was the best solution for us, not to mention it was a fraction of the cost of other proprietary solutions," said Tyson. "comms provides us with all of the necessary interfaces to our user experience and administration need - allowing me to concentrate on business rather than worry about development or support. I recommend Taridium to anyone who is serious about making money in the U.S. hosted IP market."

About Taridium

Taridium is the leader in open standards enterprise and provider VoIP solutions. Taridium's offering ranges from managed VoIP services for small and medium sized businesses to high-capacity telephony solutions for large enterprises and service providers. Taridium's products and services have been designed to harness the power of open standards while reducing both ownership and telecommunication expenses. Taridium's customers include law firms, multinational pharmaceuticals, real estate management companies and consulting firms.

About Cover Networks

Cover Networks provides services to commercial and residential multi-dwelling and multi-tenant (MDU/MTU) properties. Cover's in-house engineers also design, build, implement and test various wired and wireless solutions for existing and new construction.



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