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INTERSTAR

Sagem-Interstar debuts enhanced 4-tier channel partner program

Sagem-Interstar's new channel partner program will help resellers expand their customer base and maintain competitive Unified Communications offerings through XMediusFAX™ FoIP solutions.

Montreal, Canada, October 29, 2008 – Sagem-Interstar Inc. ([Sagem Communications](#)), the global leader in advanced fax solutions for IP networks (www.sagem-interstar.com), today announced the launch of an enhanced 4-tier channel partner program aimed at delivering improved training, certification programs and support, as well as increased marketing and business development assistance to the systems integrator community. It encompasses diverse levels of commitment, and provides compelling rewards for current and new partners with a flexible business model focused on deploying Fax over IP (FoIP) solutions as part of a comprehensive Unified Communications (UC) and emerging Enterprise Content Management (ECM) strategy.

“At Sagem-Interstar, we embrace the Channel Partner Program and its members as a crucial and integral part of our ongoing leadership and success in the rapidly expanding IP fax server segment,” said Jean Champagne, General Manager, Sagem-Interstar. “In turn, we pledge our full support to all partners by offering them truly innovative products and a dedicated support structure, so they may succeed and grow their sales revenue stream.”

The Sagem-Interstar 4-tier channel partner program targets the current partner eco-system, new systems integrators and value-added resellers serving all business sectors. The channel partner program has been enhanced to encompass the following 4 levels: Platinum, Gold, Silver and Bronze. The program is notably beneficial to new partners, since its training and business development programs are designed to reduce the risk of bringing on a new product line and partnering with a new vendor. Furthermore, dedicated account management, multi-level support agreements, competitive pricing and flexibility with the new 4-tier structure are key advantages.

Program details are available at: <http://www.sagem-interstar.com/partners/business/>.

Deploying Sagem-Interstar's XMediusFAX™ for the competitive edge in UC

Sagem-Interstar's XMediusFAX T.38 FoIP server software suite is the industry's first boardless IP fax solution proven to fully comply with the eco-friendly, virtualization objectives of today's green-optimized IT infrastructures. It holds the #1 global market share position in the IP fax market since its launch in 2002 (source: Davidson Consulting). Deploying XMediusFAX enables organizations of all sizes to be more competitive and efficient, while reducing operating expenses dramatically due to its differentiating technology.

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Some XMediusFAX competitive differentiators include:

- Unrivaled carrier-class scalability, open standards architecture, and a rich security feature set
- Unique, fault-tolerant, and branch survivable architecture with multiple deployment scenarios
- First FoIP server to run inside a Cisco Integrated Services Router (ISR):
 - o Cisco AXP–XMediusFAX FoIP solution (http://www.sagem-interstar.com/fax-server-software/xmediusfax/cisco_axp_e.htm)
- Full compliance on both Windows and Cisco AXP (Linux) platforms, as well as with many leading network application providers such as Citrix, IBM (Lotus), Microsoft, Novell, SAP and VMware

For details on the XMediusFAX fax server software suite, visit:

www.sagem-interstar.com/fax-server-software/xmediusfax/index.htm.

Sagem-Interstar also offers turnkey and hardware FoIP solutions which address a wide spectrum of UC and ECM applications. Visit: <http://www.sagem-interstar.com/bundled-solutions/index.htm> and <http://www.sagem-interstar.com/mfp-integration/>.

About Sagem-Interstar Inc.

Sagem-Interstar Inc. is the global leader in advanced fax server solutions for IP networks. Its field-proven XMediusFAX™ leverages IP telephony and Unified Communications (UC) systems to enhance productivity, collaboration, and ROI by integrating fax on the desktop. Deployed worldwide in enterprises and service provider sites since 2002, XMediusFAX is the most mature T.38 Fax over IP (FoIP) software on the market. As the North American subsidiary of Sagem Communications, Sagem-Interstar, with its globally recognized excellence in delivering scalable, secure and survivable FoIP solutions, is empowering businesses to fulfill the compelling promise of UC.

Visit Sagem-Interstar's website at: www.sagem-interstar.com.

About Sagem Communications

A French, international scale, high technology company, Sagem Communications specialises in broadband communications and convergence in particular in the following areas: printing terminals, digital TV set-top boxes, broadband and residential terminals, communicating energy management solutions and telecom systems and partnerships.

The company is in a leadership position in these sectors thanks to its proven capacity for innovation. Sagem Communications aims to become a world leader in convergence and broadband terminals. With a turnover of almost 1.3 billion euros, Sagem Communications employs 6,600 people on five continents and is headquartered in Paris.

For more information: www.sagem-communications.com.

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