

Copenhagen, October 6th, 2010

High standards of safety and operational efficiency are key areas of operational improvement within the Power Utility and Oil & Gas markets. Organizations are continually searching for new and intelligent solutions to provide operational cost savings and at the same time deliver fail-safe enhancements in personal safety. To answer this call, a new partnership has been born between Danish based ZONITH A/S and the North American solutions provider TELDIO.

Through the partnership the companies have developed a unique collaborative solution that links digital radio systems and PBX telephone systems with instant alarm messaging and lone worker services.

The solution enables engineers to use handheld radios to communicate across multiple telecom technologies and to monitor emergency and technical alarms on a single device. By providing this vital interconnecting link, the partnership can inject enormous levels of value into the customer's existing telecoms architecture.

ZONITH and TELDIO are both recognized MOTOROLA radio application partners with extensive experience in both direct and indirect solutions delivery. Both companies provide stand alone products and as a result of this partnership will deliver a tailored solution focusing on two-way digital radio customers in the Power Utility and Oil & Gas industry.

TELDIO Ensures Two-Way Radio Access to Telephony Systems

The TELDIO Phone Bridge software creates a unified telephony network enabling MOTOTRBO users to place outbound calls through a PBX from anywhere within a MOTOTRBO network - to anyone in the world.

The solution expands the functionality of the MOTOTRBO radio to include all the features of a modern PBX including contacts list, call log, direct dial, caller ID and voicemail.

Critical Emergency Automatic Instant Alarm Management

During an emergency alarm situation important information is vital to decision makers. People must instantly be aware of alarm details to enable them to react quickly and safely. ZONITH Alarm Control System instantly provides accurate alarm details to digital radios.

The ZONITH automatic alarm control application immediately notifies the specific members of staff responsible for each technical and emergency alarm via the MOTOTRBO digital radios system.

The alarm recipient is then asked to confirm acceptance of the alarm, if they fail to do so, it is immediately escalated until action is taken. This solution ensures that staff are immediately informed of any emergency of technical alarm without the need for control room or human intervention, or unnecessary voice calls.

The ZONITH software application also provides employees who work alone or at remote location a secure centralized lone-worker protection service. This feature monitors employees by automatically messaging rescue teams in the event that an employee fails to respond to an 'Alive Check' message.

Delivering Cost-Effective Solutions to MOTOTRBO Customers

The sales and marketing partnership between the two companies has already delivered success in delivering a combined ZONITH and TELDIO solution to the ESB Hydro Electric Power Plant at Cathleen Falls, Ballyshannon, Ireland.

As part of a commitment to continual improvement ESB upgraded its legacy two-way radio system with a MOTOTRBO IP Site Connect system. This enabled ESB to link its PBX and radio system, and centralise technical and emergency alarms from a group of Hydro electric power plants.

ZONITH and TELDIO delivered the combined cost effective solution by sharing the server and radio resources ensuring ESB receive maximum value for its investment.



Combined Product Benefits on Shared Hardware

Engineers at the Cathleen Falls, Hydro Electric Power Plant benefit from PBX call features and receive technical and man-down emergency panic alarms on MOTOTRBO radios.

A One-Stop Application Shop

The continued growth in MOTOTRBO complementary applications has created a long list of small independent application developers.

By combining forces ZONITH and TELDIO can create, sell, deliver and support a wider selection of voice and data applications on the MOTOTRBO platform to resellers across multiple territories. This approach reduces the burden on MOTOTRBO resellers to maintain relationships with lists of smaller inflexible application providers and ensures they receive the most cost effective solution delivered on one shared hardware platform.

The ZONITH and TELDIO partnership focuses on technology integration, joint sales & marketing and mutual pre/ post sales product support across North America, EMEA and APAC.

Market Access across multiple Time Zones

Both ZONITH and TELDIO pride themselves in delivering excellent pre/ post sales support, including reseller training, customer focused product demonstrations as well as providing exceptional product support and customer service. Through this collaboration each organization will take responsibility for the others

solutions within its home markets, immediately doubling its market reach and sales potential.

Sales, marketing and direct customer support can now be provided to ZONITH and TELDIO customers in North America, the United Kingdom and Scandinavia.

“We are very happy about our partnership with TELDIO as we are regularly approached to deliver our solution to customers in North America. And now, with local on the ground representation through TELDIO, we can begin to offer the complete sales package including face-to-face customer relationships and hands on product support. Also with our combined focused sales force we can begin the positive push forward into the market with our concept of a one-stop-shop model for MOTOTRBO applications”, says CEO and co-owner of ZONITH, Kristian Hartvig Stiesmark.

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About ZONITH A/S

From its offices in Copenhagen and Cambridge ZONITH provide solutions to commercial and public organisations. ZONITH key product focus are software applications that ensures the automatic dispatch of emergency and technical alarms to the relevant member of staff. ZONITH specialize in alarm handling and notification solutions, solving tasks at all levels of complexity, ranging from simple notification solutions to large alarm handling systems. ZONITH excel in emergency communication using industry leading medias such as MOTOTRBO, TETRA, GSM and MPT trunked radio. ZONITH A/S was founded in 2000 by a group of Nokia engineers and to date has delivered automatic alarm handling and dispatch solutions to more than 400 companies in the Oil & Gas industry, power plants and public service organizations across the globe.

ZONITH

The Teldio logo features the word "Teldio" in a green, sans-serif font. To the right of the text are three curved lines of increasing size, stacked vertically, which represent a signal or radio waves.

About TELDIO Ltd.

TELDIO is a leading provider in unified communications software for land mobile radio with offices in the United States, Canada, and the United Kingdom. The company's primary product, the Radio Branch Exchange (RBX), is an IP-PBX designed for land mobile radio networks. The RBX delivers a total IP phone user experience to two-way radio users at a fraction of the cost of cellular, 802.11, and WiMAX solutions. TELDIO's Global headquarters are in Ottawa, Canada with offices, partners, and resellers worldwide.