



The market leader of voice and network solutions

Join thousands of businesses that have already made
the smooth and risk-free transition to Allworx

Profile

Allworx maintains two specific divisions – Consulting & Product. The Allworx Consulting Division (formerly InSciTek Microsystems) delivers elite software and digital hardware engineering services to both large and small companies who want to enhance and compliment their current engineering organization. The Allworx Product Division develops and markets, award winning, phone & network systems for small-to-medium sized businesses through a network of Authorized Resellers. The product line includes the Allworx 6x, 10x and 24x systems and Allworx 9112 and 9102 phones along with a series of software options. These systems are ideal replacements for the millions of aging (TDM) PBX and key phone systems in use today.

Allworx Product Division

Allworx is the only solution that combines the features, reliability and price point of traditional systems with the benefits of VoIP, aiming to replace the millions of digital key systems running today's SMBs. The Allworx product line includes all-in-one telephone and network servers, VoIP telephones, as well as Advanced Communication Software Options.

Allworx Consulting Division

The newly re-branded Allworx Consulting Division, previously known as InSciTek Microsystems, provides a wide variety of engineering services for software and digital hardware development. Allworx engineers represent the top 5-percent of hardware and software engineers in the country. As a group, Allworx engineers have led hundreds of successful product launches, spanning 23 different domains, and more than 20 patents are credited to the Allworx engineering team.

Allworx Consulting Division's services include requirements definition, architecture, design, implementation, validation, manufacturing, and essentially everything else in between. Services are provided to companies ranging from startups to Fortune 100 companies that want to enhance and compliment their existing engineering teams. Allworx engineers can work independently on project tasks, or as part of a company's engineering team to help take products from the concept stage to manufacturing.

“The combination of vision, talent and hard work have helped us build a successful engineering company, and an award-winning product company — which today come together under the Allworx brand.

“Every Allworx communications system introduced since 2003 has won industry awards for innovation and design, and the Allworx brand has become synonymous with product success. Now, all of our customers from both divisions will be able to share in our market achievements whether it is for excellence in innovation and design of their products or our own products.”

George E. Daddis Jr., PhD
Chairman, CEO, and President



History

Allworx Corporation was founded in 1998 in Rochester, New York and is an established company run by seasoned executives from Fortune 500 companies. Since that time, Allworx has been leading the SMB VoIP marketplace with multiple “Industry Firsts” in its product line.

1998

In 1998, the founders of Allworx Corporation identified the need for an all-in-one telephone and networking solution for the small business market that enables a risk-free transition to VoIP.



2002

In 2002, Allworx was the first to introduce a fully VoIP telephone and network system dedicated to the SMB market.



2004

In 2004, Allworx was the first to introduce a line of VoIP telephones with a complete set of key system features including DSS/BLF, true line appearances (even on SIP trunks), hands free intercom, and many others.





The Allworx 10x wins *Internet Telephony* magazine's 2005 Product Of The Year



Allworx wins *Internet Telephony* magazine's 2006 Product Of The Year for the 6x.

- Over **30,000 businesses** currently using Allworx systems.
- **\$18 million in funding** raised for future development.



2005

In 2005, Allworx introduced the industry's fastest implementation of site-to-site VoIP and remote user functionality, requiring no external VPN or firewall support.

2006

In 2006, Allworx introduced the absolute lowest installed cost for a true VoIP PBX/Key-system installation for SMBs at \$400/seat with the Allworx 6x product. Similarly, Allworx followed up this achievement with the lowest installed cost for a T1/PRI-based VoIP solution with the Allworx 24x, garnering multiple awards.

2007



Allworx is ranked in the top 10 Alternative VoIP/Voice Networking Vendors!



Allworx wins *Internet Telephony* Excellence Award for the Allworx 24x.



Allworx wins The CRN Emerging Vendors Award.



Allworx wins *Communications Solutions* 2006 Product of the Year Award for the Allworx 24x System

Products

The Allworx product line combines turn-key installation with the industry's most complete implementation of small business feature set. Allworx integrated telephone and network systems, telephones, and software options work together to provide a complete solution for PSTN and VoIP telephony, PC networking (firewall, email/web servers, etc), and group collaboration.

Phones

Today, there are two Allworx VoIP telephone handsets — the 9112 and the 9102. Both are designed to work seamlessly with all Allworx servers with plug-N-play installation. The Allworx 9112 and 9102 phones are unique in the industry in their implementation of key system features such as DSS/BLF, hands-free intercom, and true line appearances as well as traditional PBX functions, whether the user is local or remote from the home office. They feature many other advanced capabilities such as dual Ethernet ports, 3-way conference calling, full-duplex speaker phone, and multi-line display.

Servers

The ever-growing family of Allworx telephony and network servers today consists of the Allworx 6x, Allworx 10x, and Allworx 24x. With simultaneous support for multiple telephone connectivity options (CO, T1/PRI, and VoIP trunks) as well as a true implementation of traditional digital key system features, Allworx systems provide a seamless transition to VoIP telephony.

All solutions are designed to interoperate seamlessly — they are able to connect through multi-site configurations and utilize all Allworx VoIP telephone handsets. This is a key advantage for small businesses who have multiple offices and want to eliminate intra-office calling charges. User and administrator interfaces are identical between all models.

Software

The Allworx product line is rounded out with an array of advanced software communication features such as the Call Assistant (a software-based answering position), Call Queuing, Conference Center, Group Calendaring, Internet Call Access and VPN. These are sold as unlimited-use, one-time charge license feature keys.



Phone system

- Full PBX & Key System
- Remote User
- Site-to-Site Access
- Unified Messaging
- Voice Over Internet



Network server

- Automated Back-up
- Email/Web Server
- Internet Security
- LAN Network
- WAN Access



Advanced features

- Call Assistant™
- Call Queuing™
- Conference Center™
- Group Calendaring™
- Internet Call Access™
- VPN



Allworx 9112 VoIP Phone



Allworx 24x System



Allworx 9102 VoIP Phone



6x USB Hard Disk



Allworx 6x System



Allworx 10x System

Allworx 9102

- ▶ Designed for users that do not have a high call volume
- ▶ 2 programmable feature keys
- ▶ Sleek, compact design that is easy to use — just plug it in and start saving

Allworx 9112

- ▶ Sophisticated, flexible top-of-the-line phone — perfect for employees who make or receive a high volume of calls
- ▶ 12 programmable feature keys
- ▶ Ideal remote phone because you can take the phone wherever you go and the settings stay the same

Allworx 6x

- ▶ Designed for companies of up to 30 employees per site
- ▶ Works with traditional CO and VoIP lines
- ▶ Built-in 8-seat conference bridge
- ▶ Optional USB hard disk available

Allworx 10x

- ▶ Designed for companies of up to 100 employees per site
- ▶ Works with traditional CO and VoIP lines

Allworx 24x

- ▶ Designed for companies of up to 100 employees per site
- ▶ Works with traditional CO and VoIP lines
- ▶ Fully integrated T1/PRI
- ▶ Four built-in 8-seat conference bridges

Overview

Allworx Corporation is a privately-held company.

Headquarters

Allworx Corporation, 300 Main St, East Rochester, NY 14445, (585) 421-3850

Websites

Allworx Corporation — www.allworxcorp.com

Allworx Product Division — www.allworx.com

Allworx Consulting Division — www.allworxconsulting.com

Founders

George E. Daddis Jr., PhD,
CEO, and President

Jeffrey Szczepanski
Vice President, and Chief Technology Officer

Board members

George E. Daddis Jr., PhD., Chairman

William M. Hughes, Director

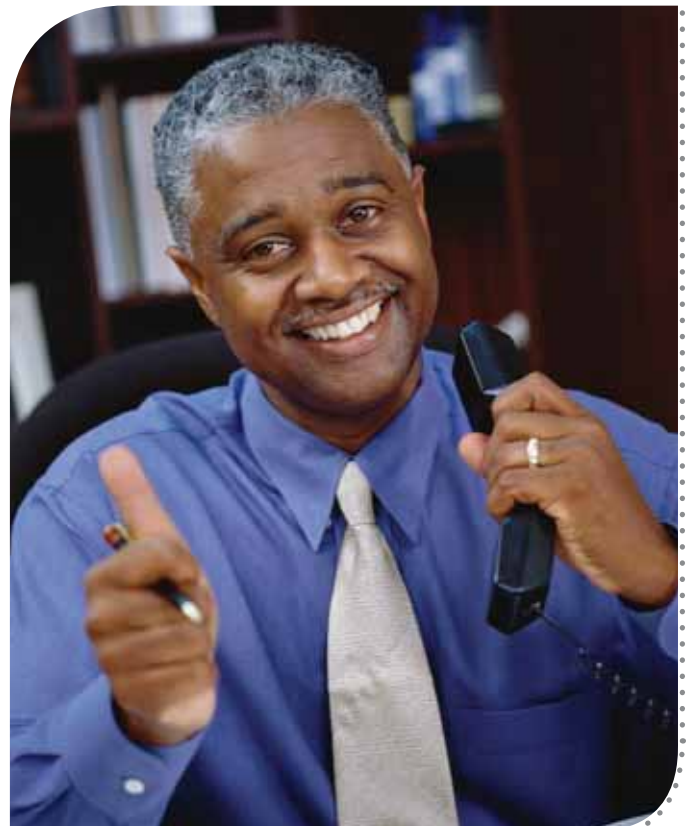
Michael A.G. Korengold, Director

Scott Murphy, Director

Dr. Carl Pavarini, Director

John Slusser, Director

Brad Svrluga, Director



Management team

George E. Daddis Jr., PhD.

Chairman, CEO, and President

George has extensive experience in leading people in delivering digital products to the marketplace. His business management skills are complemented by his ability to establish a market-focused vision, build highly capable organizations, and manage quick and efficient product commercialization. George has over 20 years of experience in software and digital hardware technologies with a focus in communications and networking, embedded systems, and imaging technologies.

Prior to founding Allworx, he served as an Engineering Manager in the software and systems division of Xerox Engineering Systems. There he established and managed a multi-functional platform engineering team to create and develop the ground breaking AccXES client/server architecture for the XES family of printers and scanners. This platform earned wide industry recognition, and its development set benchmarks within Xerox in time-to-market, cost, and performance. Previously, George worked at Eastman Kodak where he managed and rapidly expanded a PostScript and raster printer controller platform that powered such award-winning Kodak desktop color printers as the XLS 8600 PS and DCP 9000.

George received his B.S., M.S., and Ph.D. degrees from Cornell University in Computer Engineering. He has published academic papers in communication/data convergence and super scalar computer architecture. He is active in several entrepreneurial organizations and community groups.

Thomas J. Elliott

Chief Operating Officer

Mr. Elliott has over 30 years experience in the telecommunications and high tech industries and has been instrumental in managing high growth companies. He began his professional career in telecommunications working for the Rochester Telephone Corporation in various operating and marketing roles and then went on to head several companies in the industry, including TIE Communications Canada where he was Chairman and CEO, Callnet Telecommunications (now Sprint Canada) where he was CEO, and WilTel Communications Systems where he was Senior Vice President Marketing and Sales leading its 450 member telephone equipment and network sales forces.

In the mid-nineties Mr. Elliott co-founded the marketing and consulting firm Quest America, and when that company was later sold to US Networks he was named COO of the parent company, and shortly thereafter, its CEO and Chairman. Upon the sale of USN to a network services provider in 2000, Mr. Elliott worked for several telecommunications and investment firms in a consulting capacity, and while working as Chief Operating Officer of investment firm Hawkeye, Inc. was directly involved in establishing its acquisition strategy and in the financing, restructuring and revitalization of its operating subsidiaries.

Mr. Elliott has a Bachelors Degree and a Masters Degree in Economics from the University of Windsor, and is a past officer of industry associations in Canada and the U.S.

Bill Evans

Vice President of Customer Operations

Mr. Evans brings 18 years of telecom customer service and technical support management experience to the company, including executive-level roles leading support services for VoIP, PBX and Hosted PBX technologies.

Mr. Evans came to Allworx from Telepacific Communications (formerly Mpower Communications), where he served as Director, Call Center/CTSC (Customer Technical Support Center). During his ten year tenure, Evans was responsible for Field Services and providing 24 X 7 call center technical support for VoIP, IP Hosted PBX, PRI/HiCAP/CAS, NxT1, DS3, SDSL, Private Line (Point to Point) and POTS product offerings. Evans also facilitated integrating a national call center and developed a Voice/Data group to streamline troubleshooting for various products. Prior to Telepacific Communications, Evans was the principle/owner of a contracted Key System/PBX installation company and also was with Volt Telecom where he was responsible for Field Services and Customer Care best practice process development and knowledge management.

Mr. Evans Business Studies and advanced Telecommunications and Telephony O&M (Operations & Management) courses came from Sheffield College and TechCom in Sheffield, England. Evans also holds many PBX, T1, DSL and Networking certifications including the Nortel DMS SuperNode.

Sandra M. Gault

EVP, Marketing & Principal

Ms. Gault has over 15 years of experience in Fortune 500, venture capital and startup organizations as a senior-level management executive with broad-based experience in product management, marketing and sales.

Prior to joining the Company, Ms. Gault was responsible for driving high growth opportunities across several startups to mid-size companies from 1999 through mid 2003. She was Vice President of Marketing for Performaworks and ViaPeople. Across these organizations, revenue grew from \$1 million to \$22 million in less than 3 years while managing 20+ employees. In addition, she consulted with several other venture capital portfolio companies to establish and implement market driven strategies.

Ms. Gault was employed at Eastman Kodak from 1989 to 1999. During her last four years at Kodak, Ms. Gault was General Manager for the Output group within the Digital & Applied Imaging Division. In this role, Ms. Gault grew a \$6 million inkjet imaging business to a \$55 million business initiative. Previously, Ms. Gault was worldwide marketing of the thermal printer and workstation product portfolio for business-to-business markets representing \$70 million annually. Finally, Ms. Gault had sales management experience with IBM Corporation during the original launch and deployment of the IBM PC product family.

Ms. Gault received her B.S. from Rochester Institute of Technology and her MBA from the University of Rochester Simon Graduate School of Business.

Tom Grinde

EVP, Sales

Mr. Grinde has over 25 years experience in the telecom industry in both the manufacturing and VAR sectors. Mr. Grinde has a variety of telecom experiences, from manufacturing sales through Supply House and direct channels to an interconnect owner, that uniquely qualifies him to lead the development of Allworx sales channel. He brings a structured approach to the sales organization with an accent on customer support and knowledge based selling.

Prior to joining Allworx, Mr Grinde was VP, Sales for Tadiran America, the North American Division where he was responsible for managing the Sprint OEM contract and the Dealer Relationships. During his 4 years at Tadiran America he orchestrated the development of the current Partner Program and was instrumental in the launch of numerous Coral products and the Emerald ICE Key System. Prior to joining Tadiran, Mr. Grinde was the founder and C.E.O of a multi-office interconnect which he ran for 12 years prior to its sale in 2001. Mr Grinde was with Comdial for 12 years and held numerous positions from Production to ultimately becoming Director of Sales. He helped Comdial grow to \$125M in sales in the late 80's.

Mr. Grinde holds a B.S. degree in Business Management from Virginia Tech and an M.B.A. from The College of William & Mary. He the 2001 past Chairman of the Board of the Charlottesville Regional Chamber of Commerce.

Chris Hasenauer

Chief Financial Officer

Chris Hasenauer brings more than 15 years of financial and telecommunications management experience to Allworx. Prior to joining Allworx, Chris served as Vice President of Finance at PAETEC Communications, which is a provider of voice, video, and data solutions.

During his seven years with PAETEC, Chris had direct responsibility over the company's treasury and fundraising efforts, which helped PAETEC grow from \$150 thousand to more than \$500 million in annual revenue. Chris played a prominent role in seven PAETEC mergers & acquisitions. He helped raise more than \$134 million of private equity. Chris played a significant role in PAETEC's recent recapitalization transaction, helping to raise \$400 million in debt financing, and he significantly streamlined PAETEC's corporate governance structure. During PAETEC's start-up phase, Chris was instrumental in setting up the company's treasury and public reporting systems.

Prior to PAETEC, Chris worked for Deloitte & Touche, from 1992 - 1999. Here, he held numerous training positions, responsible for teaching the firm's

U.S. employees, as well as their European staff in Deloitte's training center in Crete. Chris also served as an audit manager, serving Deloitte's clients in the manufacturing, not-for-profit and cable industries.

A certified public accountant and a member of the AICPA, Chris received his B.A from the State University of New York at Geneseo and his M.B.A from the Rochester Institute of Technology.

David Plakosh

Chief Consulting Officer

David has twenty years of experience in architecting, managing, and constructing successful digital products. He has been a key contributor and leader in all phases of product development from requirements definition, product definition, system design, implementation, and continuing engineering. David's expertise includes embedded control system, software design and development, systems engineering, project management, and program management.

Prior to joining Allworx, David spent fourteen years with Xerox Corporation. He was a leader and key contributor in the development of the image path software for the highly successful Xerox DocuSP front end to the DocuTech Production Publisher. David holds six patents, which were the backbone to the success of the DocuSP system. Following this, David joined Xerox Engineering Systems where he was a System Architect, Project Manager, and Technical Program Manager for development of the AccXES color controller platform and the commercialization of a wide format color inkjet printing system. David was responsible for all program requirements and engineering deliverables. He sold the program to senior management by: defining the market need and vision for both this product and follow on products, and providing a competitive benchmark demonstration and study of the AccXES controller and client software.

David received a Bachelor's and Master's Degree in Electrical Engineering from Rochester Institute of Technology graduating with a 4.0 GPA.

Jeffrey Szczepanski

Founder, and Chief Technology Officer

Jeff is an expert in Digital Systems design with over 20 years experience in digital hardware and software development and has been a leader and key contributor in all phases of product development. His contributions cover all areas of product development including market needs analysis, concept refinement, product definition, system design and all implementation activities from product inception through to product launch. A founder of the company, Jeff's primary focus at InSciTek is defining and leading all technical development activities associated with the Allworx Product Line.

Prior to founding Allworx, Jeff was a Senior System Architect at Xerox's wide format printing business. At Xerox, Jeff led design and development of a new printer product platform that became the cornerstone of Xerox's wide-format printing business. This work was a clean slate platform design starting with customer requirements analysis and concluded with a highly successful series of products that leapfrogged the competition and reestablished Xerox's leadership position in the marketplace. Prior to moving to Xerox, Jeff started his professional career at Eastman Kodak Company working as a key contributor on several innovative digital photographic products including the very successful kiosk based photographic print enlargement systems.

Jeff is an active alumnus of the Rochester Institute of Technology graduating with highest honors with a Bachelor's Degree in Electrical Engineering.

Vision

"A combination of vision, talent and hard work have helped us build a successful, award-winning company. Every Allworx communications system introduced since 2003 has won industry awards for innovation and design, and the Allworx brand has become synonymous with product success."

"We have a tremendous amount of management, technical and marketing talent at Allworx Corporation, the entire company is doing all the right things to build a successful business by providing an office communications system to small and medium-sized enterprises that can transform the way business is done.

"Allworx systems provides broad communications capabilities and improved productivity with increased reliability for today's small and medium-sized businesses, yet it eliminates costs and time spent on IT infrastructure. With Allworx, small businesses can think bigger, reach further, and work smarter."

George E. Daddis Jr., PhD
Chairman, CEO, and President

