



firsttelecom

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QuesCom
The Power of Voice & IP

For Immediate Release:

First Telecom & QuesCom distribution agreement for Greece and the Balkans.

Athens, May 1, 2011. First Telecom and QuesCom -the leading open service delivery platform company- announced that they signed a distribution agreement for Greece and the Balkans.

Under the terms of the agreement First Telecom will distribute QuesCom entire product range throughout Greece and the Blakans.

The contract will enable QuesCom to enter customer market through First Telecom's trusted base of customers. First Telecom will supply QuesCom with value-added channels in the market and best-in-class logistical, presales and post sales support.

"QuesCom wanted to get a sharp partner to bring the Enterprise One Number solution on the Balkan's market. Thanks to their strong expertise and market knowledge, First Telecom entirely met our criteria to be our Value-Added Distributor. First Telecom will help accelerate our growth and development." states Vincent Brault Sales & Marketing Director for QuesCom.

Petros Papadimitriou, First Telecom's CEO stated "we are delighted to be working with QuesCom and see a massive opportunity for this exciting product line given the current economic situation. QuesCom products are designed to help companies reduce costs, increase productivity and enhance customer service. They are also certified with all of the major IP-PBX vendors and have a proven track record in the enterprise sector."

For Further Information:

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About QuesCom

European company founded in 1999, QuesCom designs enhanced telephony solutions focusing on the fixed mobile convergence for enterprises and service providers. Natively ready for Voice over IP, QuesCom solutions leverage the current telecommunication system.

QuesCom Appliances allow companies to realize up to 50% savings on their telephone bill and benefit from a range of value-added services like mobility and fax designed to increase efficiency in corporate communications (one number, mobile extension, e-fax, unified messaging system and SMS).

QuesCom is a leading player on the markets of mobile-VoIP convergence and Telecom application solutions. The company has more than 300 European resellers and is a certified member of major PBX vendor programs as 3COM, Aastra Matra, Alcatel, Avaya, Cisco, Innovaphone, Mitel & Swyx.

www.quescom.com

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About First Telecom

First Telecom was founded in 1996 with the vision to deliver a customer experience based on integrity, honesty and customer excellence. Since that time, not only have we developed a world-class facility we have also brought on board a highly skilled and experienced team that continues to deliver best-in-class solutions.

At First Telecom we fully understand convergence across telecoms, IT services and software. We invest heavily in researching what is happening in the global market, which is dynamic and full of risk and reward. We track changes and identify threats and opportunities ahead for our clients.

Our clients range from start-ups to well established companies and governments.

Our client relationships are founded on accessibility, responsiveness and great quality service. Whether educating clients on the latest technology, implementing a solution or providing consulting and communication services, First Telecom offers a comprehensive level of service that has made us highly revered and recognized by many of our Business Partners. A fact supported by the high client-retention rates.

Yet even as we innovate to help you reach success, we stay true to our values.

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