



Voice Mobility
Annual General Meeting 2009

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June 11, 2009



Agenda

- 2008 Highlights
- First Quarter 2009
- Sales growth
- Channel composition changes in 2008
- Google Apps
- Marketing
- Questions and Answers

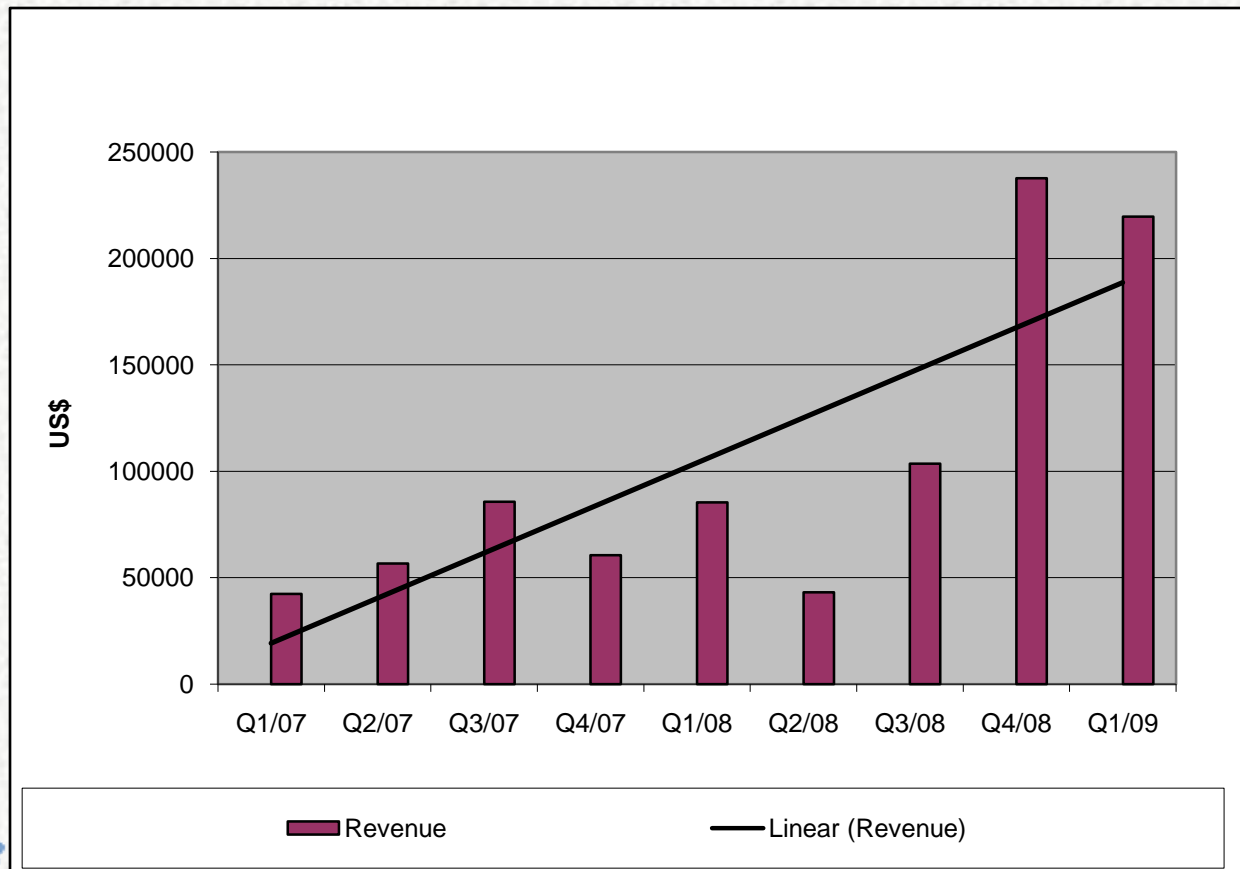
2008 Highlights

- Established channel
- Revenue begins and grows
- Balance sheet cleanup
 - Aliant
 - Debt conversion
- Maintain low operating costs

First Quarter 2009

- Progress continues
- First Google Apps deal in and operating
- Large health care deal completed
- Signing of several large resellers
- Bookings growth
- Several significant trials

Sales Growth



Sales Examples

- UCN 250 Sale
 - Large health organization
 - Partner – CRI
 - Displaced 3 Octel 350 platforms
 - User base – 40K seats
 - Why VMI won business:
 - Migration, switch integration & Linux stability
 - 2 part order:
 - \$100K
 - \$150K

Sales Examples

- Vmerge Sale
 - Serena Software
 - Partner - The Via Group
 - Displaced product - Avaya Modular Messaging
 - User base – 800 seats
 - Why VMI won business :
 - Google & price point
 - \$80K deal

Nortel Government Solutions (NGS)

- Federal government agencies in civilian and uniformed sectors
 - 50% market share in federal market
- NGS Business Partners include companies such as:
 - QWEST, VERIZON, AT&T, EMBARQ, SHARED Technologies, Ronco, IBM, EDS and many other mid and small market players
- Distribute UCN 250, Vmerge & Concierge
- Government purchasing vehicles – GSA Schedule – Standing Offers – WITS₃ with Verizon



Google

- Serena proof of concept
- Very happy with solution
 - Assisting with case studies and other marketing programs
- Credibility chips
- Next steps
 - Sales, BD, Marketing

Marketing Activities

- Shows
 - Voicecon – Orlando
 - ITPX – Nashville
 - UC Summit – Scottsdale
 - INNAU – Grapevine, TX
 - ACUTA – Vegas
- STC Consultants
- Brand development
- Press releases & website

**Voice
Mobility**
Technology *Simplifying Life*



Questions & Answers

