



## Google Enterprise™ Professional Program

## 407 ETR

Voice Mobility has been accepted into the Google Enterprise™ Professional program.

UCN Vmerge for Google Apps has been designed for small business up to large enterprise customers and campus deployments. Google Apps brings simple, powerful communication and collaboration tools to organizations.

With UCN Vmerge for Google Apps, users can use tools such as Gmail™ web services, Google Calendar™ shared calendaring, and Google Docs™ on their own domain to work together more effectively. There are flexible deployment offerings, allowing for customers to customize the solutions for their unique needs.

The Google Enterprise Professional program enables us to **combine our full UC experience with collaboration functionality** offered by Google Apps. Google Apps Premier Edition offers a broad set of powerful APIs that we have utilized to build a customized UCN Vmerge solution specifically for new and future Google Apps customers.

We look forward to joining forces with Google Apps to roll out these offerings through our combined direct and channel sales teams.

The UCN Vmerge product has been selected to replace 407 ETR's legacy Octel® 250 system. 407 ETR selected UCN Vmerge due to its advanced unified communications (UC) functionality, including presence, desktop integration, speech applications and mobility.

407 ETR trialed UCN Vmerge for three months. UCN Vmerge was mated with an existing Nortel Option 61C Succession 3.0® switch, which resided at 407 ETR. This illustrates **one of Voice Mobility's strengths**: the ability to integrate with multiple IP and TDM PBX vendors. Additionally, 407 ETR is a Microsoft® IT shop so they were seeking a solution that could collaborate and integrate with their Exchange® environment.

407 ETR is the operator and manager of Highway 407, which extends 108 kilometres east-west, just north of Toronto, Canada. Voice Mobility's UCN Vmerge system will be used by executives, management and call center supervisors.

## Key Dates in 2008

March 17: Voicecon (Spring)

March 31: Filing of the 10K

April 21: International Telecommunication Professional Exchange

May 12: UC Summit

June 1: Nortel User Group

June 5: VMI 2008 Annual General Meeting

July 13: ACUTA

November 10: Voicecon (Fall)

### Forward-Looking (Safe-Harbour) Statement

Statements in this brief that relate to future results, strategies and events are based on the Company's current expectations. All statements other than statements of historical fact are statements that could be deemed forward-looking statements. These statements involve risks and uncertainties that could cause actual results to differ materially from these forward-looking statements. Factors which could cause actual results to differ materially include, but are not limited to, future sales, product demand, growth of the messaging industry, competition, exchange rate fluctuations, the effect of economic conditions and technological difficulties and other risks detailed in Voice Mobility's filings with the U.S. Securities and Exchange Commission. The Company assumes no obligation to update the information in this investor brief.

# Mike Seeley's Update

Our UCN Vmerge and UCN 250 hit the mark. During my long career with VMX, Octel, Lucent and AVAYA, I have never been so excited about the buzz around a product. Google Apps integration with UCN Vmerge sets apart Voice Mobility from the rest of the industry. Google is a very important piece of Voice Mobility's growth and expansion.

At last year's AGM, we talked about how we intended to build our own channel. Eight months into our plan, we are seeing results. In 2007 we added 13 new partners; this year, we hope to add sizeable global channels around our Google integration.

The sales funnel is growing quickly. There is a great demand for our UCN Vmerge solution in small and large enterprises. UCN 250 is attractive to the large enterprise and hosted or managed opportunities.

New UCN Vmerge features include:

- Disaster Recovery - Live Replication;
- Emergency Event Notification;
- Google Integration; and
- Speech to Text Translation Service.

We released our UCN 250 version 4.1 on March 17th. New features include:

- ECP GUI builder;
- Linux-based reporting package;
- Multi-language control; and
- Many legacy Octel features for enterprise clients.

In summary, we are pleased with our progress to date. Our products continue to surpass the needs of our target enterprise and campus markets. This year's outlook is very positive. Both the VMI team and our partners are excited about the business.

# Revenue Recognition

Many of you have questions about the revenue recognition guidelines to which we adhere.

As a software company, our revenues are derived from the sales of software licenses, hardware, maintenance, training services and language localization services. The company has sold software licenses with maintenance and training services, hardware on a stand-alone basis and bundled arrangements including software, hardware and maintenance and training services.

We recognize revenue in accordance with Statement of Position SOP 97-2, "Software Revenue Recognition" ("SOP 97-2") and Staff Accounting Bulletin No. 104, "Revenue Recognition" ("SAB 104").

For further information, please find these documents at: [www.kpmg.ca](http://www.kpmg.ca).



## VoiceCon

The Spring Voicecon show in Orlando kicks off our participation in trade shows this year. Voicecon is a three-day, in-depth event, which brings together experts in many industries including manufacturers, large customers, industry analysts, and leading consultants. We are joined by a number of our distribution partners to showcase our UCN Vmerge and UCN 250 solutions, and our latest offering UCN Vmerge for Google Apps.



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