

## UC SOLUTION SPECIALIST MTM TECHNOLOGIES TEAMS UP WITH FAX OVER IP GLOBAL LEADER SAGEM-INTERSTAR

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**CISCO MASTER UNIFIED COMMUNICATIONS (UC) SPECIALIST, MTM TECHNOLOGIES, PAIRS UP WITH SAGEM-INTERSTAR (SAGEMCOM GROUP) TO EXTEND THE XMEDIUSFAX™ FAX OVER IP (FOIP) SOFTWARE SUITE TO A MARKET FOCUSED ON CISCO UC AND IP TELEPHONY INFRASTRUCTURES.**

**Montreal, Canada – (Marketwire – October 27, 2009)** Sagem-Interstar (Sagemcom Group), the global leader in advanced IP fax server solutions ([www.sagem-interstar.com](http://www.sagem-interstar.com)), has signed a reseller agreement with [MTM Technologies, Inc.](http://www.mtmtechnologies.com) (OTC: MTMC.PK), a leading US-based provider of innovative IT solutions and services to Global 2000 and mid-size companies.

Recently granted the Cisco Master UC Specialization distinction, MTM is the 22<sup>nd</sup> company in the United States awarded with the UC Masters title. Sagem-Interstar and MTM are both highly specialized in UC and IP Telephony solutions that unify voice, video, email, voicemail and business processes and applications.

Under the new reseller agreement, MTM will be offering Sagem-Interstar [XMediusFAX](http://www.xmediusfax.com) IP fax solutions to its customer base, a substantial market segment, looking to improve efficiencies in Unified Communications (UC), Enterprise Resource Planning (ERP) and Enterprise Content Management (ECM).

With today's accelerating deployment of TDM-to-IP migration technologies, MTM will help customers facilitate the transition by offering secure and reliable technologies such as Sagem-Interstar's XMediusFAX Fax over IP (FoIP) software, which provide a complementary fit to MTM's UC offerings. Furthermore, XMediusFAX can be deployed with multifunction peripherals (MFPs) and other network-based document management, ERP or ECM systems to improve network efficiencies.

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## Quotes:

### Jean Champagne, General Manager, Sagem-Interstar

“Collaborating with MTM was a natural, logical step for Sagem-Interstar. We are really impressed by MTM’s leadership and certification on the Cisco front, notably with its Cisco Master Unified Communications Specialization and Cisco Gold Partner statuses. MTM and Sagem-Interstar blend together well because of our long-standing experience and expertise in the Cisco UC and IP telephony space in terms of delivering secure, scalable and survivable IP solutions. We share common visions for leveraging new technologies in virtualization, UC and managed services for enterprises of all shapes and sizes.”

### Steve Stringer, President and CEO, MTM Technologies

“MTM has chosen to partner with Sagem-Interstar for several reasons. First, we recognize XMediusFAX’s tight integrations with Cisco’s converged IP networking and UC components. Second, as one of only 22 companies in the U.S. that have earned a Cisco Master Unified Communications Specialization, MTM appreciates how diligently Sagem-Interstar has worked to maintain its IP fax leadership position, as well as its close ties and top certifications with Cisco over the past 7 years. Furthermore, Sagem-Interstar’s recent integrations on the Cisco ISR/AXP platforms offer exciting new options to cost-efficiently address MTM’s evolving customer requirements for improving network efficiency and assuring business growth.”

## Fax server/UC industry factoids:

- “The use of **fax servers in the enterprise** space will increase by as much as 80% by 2012.” (source: Gartner, “Tactical Guidelines for Reducing Your Fax Costs”, March 2009)
- “...fax server sales were involved in **unified messaging** sales 16.2% of the time in 2008. This will increase slightly in 2009, due to the economic slowdown and then will rise back to nearly 30% in 2011. For the rest of the forecast period, unified messaging will increase by over eight percentage points. Clearly, unified messaging is expected to take off during this period and a key reason will be the adoption of iPBXs and a resulting interest in FoIP and unified messaging. (source: Davidson Consulting, "[Computer-Based Fax Markets, 2008-2013](#)")
- **Fax over IP servers**, is forecasted to grow to \$450 million in 2013. (source: Davidson Consulting, "[Computer-Based Fax Markets, 2008-2013](#)")
- In a recent Yankee group research report (“**SIP Trunking** is Key to Accelerating Unified Communications Deployment”, February 2009), **Unified Messaging** (i.e., one inbox for email, fax, voicemail, etc) was cited as the UC application providing the largest productivity improvement.

## **ABOUT MTM TECHNOLOGIES**

MTM Technologies, Inc. (OTC: MTMC.PK) is a leading national provider of innovative IT solutions and services to Global 2000 and mid-size companies. Partnered with industry-leading technology providers such as Cisco, Citrix, Microsoft, HP, Sun Microsystems, and EMC, MTM's practice areas include application delivery, unified communications, IP telephony, enterprise storage, security and network and systems infrastructure. Service areas include managed services, consulting, professional IT staffing and implementation. For more information, visit [www.mtm.com](http://www.mtm.com).

## **ABOUT SAGEM-INTERSTAR INC.**

Sagem-Interstar Inc. is the global leader in advanced fax server solutions for IP networks. Its field-proven XMediusFAX™ leverages IP telephony and Unified Communications (UC) systems to enhance productivity, collaboration, and ROI by integrating fax on the desktop. Deployed worldwide in enterprises and service provider sites since 2002, XMediusFAX is the most mature T.38 Fax over IP (FoIP) software on the market. As the North American subsidiary of Sagemcom, Sagem-Interstar, with its globally recognized excellence in delivering scalable, secure and survivable FoIP solutions, is empowering businesses to fulfill the compelling promise of UC.

**Website:** [www.sagem-interstar.com](http://www.sagem-interstar.com)

**Corporate video:** <http://www.youtube.com/watch?v=4QkPVagX3mk>

**Facebook page:** <http://www.facebook.com/sageminterstar>

**LinkedIn Group:** <http://www.linkedin.com/in/sageminterstar>

**Twitter:** [http://twitter.com/sagem\\_interstar](http://twitter.com/sagem_interstar)

## **ABOUT SAGEMCOM**

A French, international scale, high-tech company, Sagemcom is working to establish itself as a leader in high added value communicating terminals. It specialises in broadband communications, telecoms and energy, and the document management sectors: consumer and professional printing terminals, digital TV set-top boxes, broadband and residential terminals, communicating management solutions, energy and systems management, telecom partnerships and convergence.

With a turnover of more than 1.3 billion euros, Sagemcom employs 6,030 people on five continents. It is headquartered in Rueil-Malmaison (France). Sagemcom's sustainable development policy commitment starts right from the product design stage. It applies to the whole of the industrial process, from eco-design in accordance with ISO standards, reducing the energy consumption of its products,

and all in the context of an ethical code of practice applicable on all its suppliers. Sagemcom was the winner of the 2009 Telecommunication Product category Customer Service Prize.

For more information: [www.sagemcom.com](http://www.sagemcom.com)

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