



## NEWS RELEASE

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## PanTerra Networks Extends its Cloud-based Unified Communication Service Reach with Two New Wholesale Partners

*Wholesale platform can turn-up private branded cloud-UC service in less than one day.*

**SUNNYVALE, CA, October 18, 2011** -- PanTerra Networks ([www.panterranetworks.com](http://www.panterranetworks.com)), the leading provider of cloud-based Unified Communications Solutions for small and mid-sized enterprises, announced today it has signed private branded wholesale agreements to provide its cloud-based unified communications solution to BCS Solutions under the Kumo brand and ContinuousTouch under the SoftCentrex brand.

PanTerra's award winning cloud-based unified communications solution goes far beyond a simple hosted PBX offering, delivering the broadest suite of private branded unified communication services available in the industry today. PanTerra's fully cloud-based wholesale offering provides partners a platform to launch their own private branded UC service literally in hours.

The PanTerra wholesale solution includes the ability to create custom service bundles, and branded automated operation tools for quoting, porting telephone numbers, customer connectivity testing, provisioning and billing. Wholesale partners also benefit from an extensive portfolio of brandable sales and marketing collateral and an in-depth technical knowledge-base of real-life scenarios. Wholesalers can be confident that PanTerra's UC cloud, which is based on triple redundancy with multiple carrier-agnostic data-centers, has consistently delivered 99.999% operational reliability. Finally, to further get partners up and running quickly, wholesalers benefit from PanTerra's industry leading 24/7 direct support and training.

Service	No. of Quotes	QTY	PRICE	TOTAL
UC	1	1	0.00	0.00
New	1	1	820.25	820.25
Open	2	2	223.45	446.90
Modular	1	1	0.00	0.00
Web	1	1	0.00	0.00
Local	1	1	0.00	0.00
Provisioning	2	2	307.66	615.32
Total				1483.25



"BCS has a long history with PanTerra and is confident this was the best move for our business," said Sunny Rajab, CEO of BCS. "PanTerra provides the widest and most competitive unified communications service offering for our small and medium customers without the complexities of supporting multiple applications and the overhead they would create."

Arthur Chang, President and CEO, said, "Wholesale partners are a strategic prong of our sales growth strategy and BCS has been a valued partner for many years." Mr. Chang continued, "Kumo will enable BCS to take total control of its new customer base, enabling each of us to focus on increasing our mutual customer bases together."

Mark Clark, CEO of ContinuousTouch, said, "With an ever growing base of verticals, which include dealerships for major agriculture manufactures, SoftCentrex gives us the broadest communications offering, while addressing numerous communication requests. SoftCentrex will allow ContinuousTouch to provide our customer base with workflow efficiencies, call center technologies, enhanced customer service while providing a cost savings over traditional communication technologies"

### **About PanTerra Networks**

PanTerra Networks is a leading provider of cloud-based unified communications Software-as-a-Service (SaaS) solutions for small and medium sized enterprises. The Company's WorldSmart provides unified communication for voice, fax, chat, and email with presence, for a variety of business applications including call centers, multisite, remote employees, high touch operations, and fast growing companies. WorldSmart also includes web collaboration for online meetings, desktop sharing and remote desktop access with a single administration and user interface. WorldSmart tightly integrates with other business SaaS applications like Salesforce.com creating additional value. PanTerra's cloud-based services ensure futureproof communications with infinite scaling, lifetime support, and included updates for subscribers. The Company is headquartered in Sunnyvale, California. For more information, visit <http://www.panterrannetworks.com> or call +1 408.702.2200.

### **About Continuous Touch Inc.**

Continuous Touch is the leading provider of managed emerging IP communications technology services in North America. Continuous Touch leverages its wide selection of broadband connectivity, Virtual Private Networks (VPN), Voice over IP (VoIP) and security technologies to enable businesses to lower costs, increase security and enhance productivity. Businesses of all sizes can easily and securely communicate between their headquarters, branch offices, retail locations, mobile workers, and business partners. To learn more about why companies have chosen ContinuousTouch's managed IP data, voice, and security services to improve their business communications, visit [www.ContinuousTouch.com](http://www.ContinuousTouch.com) or call 1-(866) 227-6449 and talk to one of our experienced Sales Engineers.

### **About BCS**

Based in Irvine, CA, Business Communications Solutions (BCS) is a technology-driven, single-source solution provider, providing end-to-end communications, from the consultation to continued maintenance. They cover every voice and data facet to run your business, from IT services, server room design and installation, business phone systems, hosted solutions, structured cabling, and internet and telephone services. They have partnered themselves with Cisco, Toshiba, and other industry leaders to offer the most advanced and cost effective solutions at competitive prices. By evaluating your current situation, they will develop a plan to



improve your organization's productivity and increase efficiency. Please visit our website at [www.bcsconsultants.com](http://www.bcsconsultants.com) to learn more.