

## **Wavelink adds VoWLAN solutions to existing DECT offering**

*Wavelink to distribute SpectraLink NetLink solutions in Australia and New Zealand*

**Sydney, Australia – 20 June 2006** – Wavelink Communications today announced it has finalised an agreement with SpectraLink to be a distributor for SpectraLink's NetLink voice over wireless LAN (VoWLAN) solutions in Australia and New Zealand, following SpectraLink Corporation's acquisition of KIRK telecom (KIRK) in January 2006.

As a result of this agreement, Wavelink will now be able to offer its customers greater choice and total wireless voice and messaging solutions through its extended VoWLAN and DECT offering. Wavelink is one of the leading KIRK distributors worldwide, with in excess of 3,000 KIRK systems installed in Australia and New Zealand. It will continue its successful, seven-year arrangement distributing KIRK DECT in ANZ.

Together, KIRK telecom and SpectraLink are among the largest producers of enterprise DECT adjunct systems in Europe and the global market share leaders in VoWLAN handsets.

Ilan Rubin, director of Wavelink, said, "KIRK and SpectraLink produce the best enterprise wireless voice technologies available today. When it comes to wireless voice and messaging solutions, industries such as hospitality, retail, manufacturing and healthcare have complex needs. To date Wavelink has only been able to offer these sectors a DECT solution. However we can now offer customers a one-stop shop for wireless telephony solutions as the addition of SpectraLink products complements our existing offering. This enables Wavelink to better serve our existing users and expand both our sales channels and target vertical markets in areas where DECT had not been a viable solution."

SpectraLink's products are able to interface with Wavelink's existing ConnexALL messaging platform in the same manner as the KIRK DECT - enabling the delivery of text messages to wireless handsets. This capability is an essential requirement for Wavelink's key vertical markets, including healthcare, hospitality and manufacturing.

SpectraLink has certified that 802.11 access points from a number of major suppliers are interoperable with SpectraLink Wi-Fi handsets and meet the specific quality-of-service and performance requirements necessary for supporting voice clients. These include access points from companies such as Cisco, 3COM, Nortel, Alcatel, Aruba, Symbol and Trapeze.



## MEDIA RELEASE

Wavelink will act as a full service distributor for SpectraLink solutions, providing resellers with pre- and post-sale support, sales and technical training, local stock holding, product repairs, brand marketing and lead generation.

### **SpectraLink background**

SpectraLink offers the most advanced solution for enterprise wireless LANs. By operating on a converged voice and data infrastructure, NetLink wireless telephones reduce costs and simplify management while significantly improving employee mobility, responsiveness and productivity. They also provide the richest functionality while integrating with the broadest range of enterprise applications and networks. SpectraLink's solutions are able to interface with traditional PABXs and IP telephony platforms, with support for both standard and proprietary IP protocols to provide an end-to-end IP telephony solution.

### **About Wavelink**

Wavelink Communications ([www.wavelink.com.au](http://www.wavelink.com.au)) specialises in the supply, marketing and support of a range of leading edge digital wireless voice and messaging solutions. In addition to SpectraLink, Wavelink also distributes a range of products from Blick Communications (UK), KIRK telecom A/S (Denmark) and Globestar (Canada).

### **About SpectraLink**

SpectraLink, the North American leader in workplace wireless telephony, delivers the power of mobile voice and messaging applications to businesses worldwide. Seamlessly integrating with VoIP and traditional telephony platforms, SpectraLink's scalable technology provides instant access to people and business-critical information. SpectraLink handsets free on-premises employees to be more accessible, productive and responsive.

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