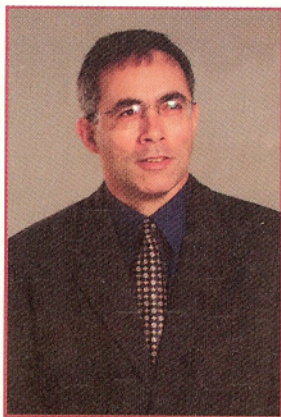
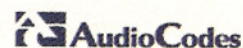


Israel's AudioCodes eyes Indian market



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market the complete solution. The VoP chip processors are intended for high and medium density gateways, Residential Gateways and Integrated Access Devices (IAD), and for client applications such as small gateways and IP phones.

Q. What are the features and benefits of VoPP and VoIP?

A. Features of VoPP:

- >> Field proven, feature rich solutions
- >> Toll quality voice compression
- >> Wireline, wireless and cable vocoders
- >> Robust bandwidth-saving, T.38 complaint fax relay
- >> G.168-2002 complaint echo canceler
- >> Encryption algorithms
- >> Low per-channel cost, footprint and power

VoIP can reap many benefits, including:

- >> Lower long distance rates: VoIP only requires one Internet connection.
- >> No surcharges: VoIP messaging is typically offered as a fixed monthly fee.
- >> Simplicity: VoIP transmission combines voice and data.
- >> Capacity: VoIP better utilizes your network for less.
- >> Global outsourcing: International call centers rely on VoIP.
- >> Automatic routing: Receive calls automatically to your VoIP phone.
- >> Portability: Travel with your VoIP phones.

Q. Is the voice quality dependent on the capacity of the data cable?

A. In VoPP the voice is compressed and sent in packages through IP, so there is a limit to which it can be compressed say 5.3Kb and if it is compressed beyond this you don't get the quality you desire.

Q. What are VoP Media Gateway Modules? What is the product range?

A. VoP Media Gateway Modules are PMC sized boards devices incorporating VoP Media Gateway functionalities. They provide the primary building blocks for

the development of next generation equipment such as media gateways, VoIP enabled class 4/5 switches, VoIP enabled conferencing bridges, IP PBXs, and VoIP enabled routers. The rich variety of functions including voice compression, packetization, media processing, signaling processing and standard control protocols assures a fast time-to-market solution with reduced development risk. The media gateway modules utilize AudioCodes' award-winning and field-proven TrunkPack software. AudioCodes Media Gateway Modules range from low to very high density. Currently there are two media gateway products available - TPM 6300 and TPM 1100.

Q. What is a channel density?

A. A channel density is the number of voice channel that a single board can support. Depending up on the requirements of our clients we have the product. If the clients want a board with single or multiple channels we have it all.

Q. Does AudioCodes have its own R&D center?

A. We have our own R&D in Israel and we do our own testing. AudioCodes is a key originator of the ITU G.723.1 standard for the emerging Voice over IP market.

Q. Can you share with us the details of Ai-Logix acquisition?

A. AudioCodes has acquired privately-held Ai-Logix Inc, of Somerset, New Jersey. Ai-Logix is a leading provider of advanced voice recording hardware technology for the call logging and voice recording industries. Ai-Logix is a leading card supplier on the open market to maintain products in all segments of the industry including passive analog trunk interface cards, passive digital trunk interface cards, passive digital PBX telephone integration cards as well as terminate card solutions. Ai-Logix had revenues of approximately \$13 million in 2003.

AudioCodes paid \$10 million in cash at the closing for all of the outstanding shares of Ai-Logix. In addition, AudioCodes was required to pay an additional purchase price in 2005 based on the achievement of revenue milestones by the Ai-Logix business in 2004. This installment is currently estimated to be up to \$10 million. Upon closing of the acquisition, Ai-Logix became a wholly owned subsidiary of AudioCodes Inc. ■

Q. Why did you choose India to market your product?

A. India is a big country we are pretty much attracted by the size and potential of this market.

Q. Please describe your product range. What all will be available in India?

A. AudioCodes product line includes Voice over Packet chip processors, VoIP PCI and cPCI communication boards, VoIP media gateway modules (PMC form factor) and Media Gateways (2/4/8/24 ports). All our product ranges will be available in India also but with slight changes to suit the user and the environment.

Q. Who are the main buyers of your products in India? Have you tied up with any companies?

A. We are targeting all the potential customers who are interested, but our main target will be carriers, service providers and enterprises. Enterprises as we see have the largest potential, so we are looking for partnership at the enterprise level.

We are also looking for potential partners who will assemble our products. We will work with the local market and help them in their production and provide them with the basic components.

Q. What is Voice over Packet Processors?

A. AudioCodes provides a complete line of voice over packet (VoP) processors, suitable for OEM implementations of voice communications over packet networks. Each processor features low bit rate Vcoders, state-of-the-art echo canceler and T.38 compliant fax relay. Other field-proven, feature rich software enables the rapid development and fast time-to-