

## **VOSS Raises \$12 Million Series B Round to Fuel Unified Communications Service Delivery**

Eden Ventures, XAnge Private Equity, Pyrford Enterprises invest as company readies for market uptake

**BERKSHIRE, UK. September 15, 2008** – VOSS, a leader in Unified Communications (UC ) service delivery software, announced today that it has closed \$12 million in Series B private equity funding. The company serves an impressive range of global enterprises and Tier I service providers, including BT and IBM, with its first-in-class service delivery platform for UC features.

Early-stage venture capital firm Eden Ventures and Paris-based XAnge Private Equity joined existing investors Pyrford Enterprises in VOSS' Series B round. Pyrford also led VOSS' Series A round in 2006. The company will use the new funds to fuel its growth in the rapidly expanding market for enabling enterprise and service provider UC features (i.e. deploying integrated voice and video telephony, messaging, conferencing, presence and collaboration tools).

According to Gartner Group, in the past two years, end-user interest in Unified Communications increased by a factor of eight. Forrester Research reports that 50% of the large enterprise market is evaluating or piloting UC solutions for their organizations' use. IDC Corporation estimates the size of the worldwide UC market will reach \$18 billion by 2011.

"VOSS is powerfully hitting its stride just as Unified Communications sees mainstream adoption by large enterprises and service providers," stated Eden Ventures General Partner Mark Farmer. "Importantly, while users are keen to gain the benefits of UC, they really need instant-on, trouble-free and simplified service delivery and management to rapidly achieve critical mass. VOSS meets these needs, even over hybrid vendor UC networks, and thus will be a linchpin in the success of Unified Communications."

"We look for innovation and a sustainable edge in a promising market when we bring startups into our high-performance portfolio," described Cyril Bertrand of XAnge Private Equity. "VOSS impressed us and its blue-chip global customers with a rich suite of service delivery tools, essentially a new category of UC service delivery platform."

"VOSS' innovation," he continued, "shows in the simplicity with which it presents management of the UC infrastructure, devices, services, users, analysis and reporting to users - all on one platform – thus shielding them from an incredible complexity of integrated provisioning and management. The company's edge lies in the speed and efficiency with which the VOSS architecture performs. It is simply unlike anything else out there, and will establish a benchmark for the industry."

"Our goals are to provide the world's leading UC service delivery platform, and to make it virtually as easy, quick and efficient for customers to launch new UC services as it is to launch a video on YouTube," stated VOSS CEO Mike Frayne. "We've seen our early adopter customers fully capitalize on the platform's benefits, especially our support for hybrid, multi-vendor architectures, and we know we're well positioned to lead in the broader market uptake of Unified Communications. We look forward to enabling hundreds of thousands of UC seats, at the speed the market demands."

Eden Ventures' Mark Farmer and XAnge's Cyril Bertrand will join the VOSS board of directors.

### **About VOSS**

VOSS, a leader in service delivery software, helps organizations meet their complex and rapidly changing IP telephony requirements. Uniquely, VOSS delivers Unified Communications (UC) services and systems integration, over large networks that use disparate technologies, vendors and operating systems, in multiple locations and countries.

The company's real-time, automated and centralized service delivery platform cuts costs while speeding and simplifying the deployment of Unified Communications services. VOSS gives users and providers unprecedented operational efficiency, letting them reap savings, performance gains and the confidence that their Unified Communications environment is agile and flexible enough to change as business demands.

Based in Berkshire, UK and Herndon, VA, VOSS is funded by UK early-stage venture capital firm Eden Ventures, XAnge Private Equity and Pyrford International, with select strategic investments. Founded as VisionOSS, the company is now called VOSS. Its solutions have been deployed by prominent service providers, large enterprises and partners such as Cisco Systems across Europe and North America. For more information, visit [www.VOSS-solutions.com](http://www.VOSS-solutions.com).

### **About Eden Ventures**

Eden Ventures invests in technology companies in the telecommunications software, enterprise software, digital media, e-commerce, internet and mobile sectors in the UK and Ireland. Eden's background is that of serial entrepreneurs with a spectacular seed investment track record. Eden offers its portfolio companies considerable operational management expertise in creating businesses of lasting value. For more information, visit [www.edenventures.co.uk](http://www.edenventures.co.uk).

### **About XAnge Private Equity**

Backed by leading European companies and financial institutions, XAnge is a unique private equity firm with €350 million in assets under management. XAnge was first launched in 2003 through the creation of XAnge Capital, a unique European venture capital firm that focuses on connectivity businesses and is sponsored by La Poste Group. XAnge Private Equity, an investment firm created by La Banque Postale, ABN AMRO and management, has since developed a broader range of competencies from venture capital to growth/transfer capital. As an active minority shareholder, XAnge supports growth companies. XAnge has deliberately positioned itself as a link between large corporations and small and medium-sized businesses, to which it offers its expertise and an industrial – as opposed to a merely financial – vision. For more information, visit <http://www.xange.fr/en/index.html>.

### **About Pyrford Enterprises**

Pyrford Enterprises is an investment company focused on supplying both funding and intellectual capital to technology orientated companies that are seeking to expand or further develop their business. The investment focus is on supplying development capital to technology businesses that provide products or services to the telecommunications

and financial services sectors. Ideally, investments will be in companies that have a revenue base of between \$5m and \$20m and have proven their capabilities at customers. The fund is managed by individuals with recent and up to date operational management expertise. For more information, visit <http://www.pyrfordenterprises.com> .