



NEXSTONE AND NEXTGEN COLLABORATE IN JAPAN

VoIP Experts to Distribute NexTone VoIP Session Management Solutions

Gaithersburg, Maryland - November 8, 2004 - NexTone™ Communications, the market leader in scalable session management of real-time IP services such as Voice and Video over IP, and NextGen Inc., Japan's premier carrier grade VoIP systems integrator, have entered into a reseller agreement under which NextGen will market and distribute NexTone's complete offering of session management products, including the Multiprotocol Session Controller (MSC) and Multiprotocol Signaling Switch (MSW). The combination of NexTone's best-in-class solutions, coupled with NextGen's IP expertise, will accelerate the delivery and management of real-time IP services to Japanese carriers, service providers, and enterprise customers.

NextGen, recognized as the "best protocol doctors in Japan," is focused on providing solutions to build best-of-breed next generation IP networks based on the highest standards of existing public networks. Through the distribution agreement, and both companies' ability to solve very complex signaling interoperability issues, NextGen is able to focus on providing networks architected for "Everything over IP," (EoIP) including superior solutions to build scalable and reliable networks.

Already a proven partnership, today NextGen and NexTone further enable the convergence of all traffic types on a single IP network. Together, both companies address the challenges associated with successful deployment of VoIP. For example, using NexTone's MSC, NextGen is equipped to offer customers using H.323 IP PBX's such as Cisco Call Manager, the ability to interwork with a carrier's SIP-based IP Centrex service. Taken one step further, NextGen is able to address very complex signaling interoperability and protocol interworking challenges while allowing other network elements such as softswitches, media gateways, and the many network endpoints such as phones and terminal adapters, to remain without modification.

"NexTone's Session Management products allow us to realize our goal of providing our customers with a complete next-generation solution of Everything over IP," said Yoshiaki Ueyama, president and CEO at NextGen. "Our strong partnership will help bring a superior solution to customers in Japan as the rapid adoption of IP continues."

"The partnership with NextGen helps NexTone to deliver highly customized and technically complex solutions to address the unique needs of Japanese carriers and service providers," said Hank Firey, chief executive officer of NexTone Communications. "NextGen and NexTone are leading the Japanese market in the deployment of advanced SIP solutions in carrier networks. As we expand rapidly into new Asian markets, we are able to leverage the experience gained in Japan to provide superior solutions across the range of carrier interconnect, enterprise, or retail IP telephony."

About NextGen, Inc.

NextGen began operations in 2001 and is quickly becoming a key systems integrator for Next Generation Networks in the Japanese market. Based on their expertise in SS7 and SIP, NextGen has developed various Class 5 solutions like IP Centrex, SIP application Server, Provisioning/Billing system and so on. With their own applications, NextGen is providing the most advanced solutions to Japanese telecom carriers as a Systems Integrator or Applications Wholesaler. Also, NextGen provides Japanization support for foreign vendors of SoftSwitches, Media Servers and Application Servers. For more information, visit www.nextgen.co.jp

About NexTone Communications

NexTone Communications develops carrier-grade products that provide scalable session management of VoIP and other real-time services. NexTone solutions enable carriers, service providers and enterprises to securely, simply, and cost-effectively interconnect networks for end-to-end signaling and session management of IP traffic. NexTone's real-time IP technology can dramatically reduce carrier capital expenditures while providing ongoing operational efficiencies, such as reduced interconnect turn-up time and simplified network operations. NexTone is headquartered in Gaithersburg, Maryland USA with domestic and International sales offices worldwide. For more information, visit www.nexttone.com.

- ### -

Contact:

Megan Atiyeh

Engage PR for NexTone Communications

+1 (510) 748-8200 ext. 228

matiyeh@engagepr.com