

## Representative Vell Placement

**REIN ZWOLSMAN**  
**VP & GM, EMEA**



Stockholm, Sweden and Needham, Mass. -- Cantata Technology™, the world's leading independent provider of enabling communications technology, announced today the appointment of Reinder "Rein" Zwolsman to the position of vice president, Europe, Middle East and Africa (EMEA) carrier sales. Effective immediately, Mr. Zwolsman will lead all Cantata sales operations and programs in EMEA, and drive the expansion of the company's already strong presence among service providers in the region. Cantata Technology was established in 2006 through the combination of Excel Switching Corporation and Brooktrout Technology®.

Prior to joining Cantata, Mr. Zwolsman served as chief executive officer of Nitel, the national PTT of Nigeria, where he was responsible for significantly increasing revenue, introducing new services to the nation's citizens, and modernizing the carrier's network to be consistent with international standards. Mr. Zwolsman has also served as vice president of EMEA marketing, sales, and indirect channels for Lucent Technologies, where he was consistently named to the "Leader's Council," an honor bestowed annually upon Lucent's top 25 sales performers worldwide. Earlier in his career, Mr. Zwolsman held senior sales positions with AT&T Network Systems and Philips. "Attracting an accomplished communications industry sales veteran, the caliber of Rein Zwolsman is testament to the market acceptance, momentum and traction Cantata has achieved in EMEA," said Marc Zions, chief executive officer, Cantata Technology. "Cantata has aggressive expansion plans and goals for EMEA, and we are confident that Rein will have an immediate impact on the organization, as we enable service providers across the region to grow their business and reduce costs with our wide range of acclaimed enabling communications technology, products and services."

"I enthusiastically embrace the opportunity to lead Cantata's sales efforts in EMEA," said Rein Zwolsman, vice president, EMEA Sales, Cantata Technology, Inc. "Having worked for some of world's largest communications technology providers, as well as carriers in the region, I have developed a keen insight into the problems that service providers need to solve and how they can seamlessly and successfully evolve to IP-based services. With its wide range of enabling communications and software products, Cantata is well positioned to seize major market share in EMEA -- and worldwide, for that matter."

### **About Cantata Technology**

Cantata Technology, established in 2006 through the combination of Brooktrout Technology and Excel Switching Corporation, provides enabling communications hardware and software that empowers the creation and delivery of anytime, anywhere IP-based communications applications. Leveraging more than 20 years of experience, Cantata offers the broadest range of products, along with a worldwide network of partners that allows service provider and enterprise customers to develop new products, introduce new services and cost-effectively transition networks to IP. Headquartered in Needham, Mass., Cantata maintains multiple locations worldwide in North America, Asia and Europe. For more information, visit <http://www.cantata.com>.