



# ***Press Release***

***FOR IMMEDIATE RELEASE***

## **Sylantro Chosen by SNiP, Leading Regional ISP/CLEC, for Feature-Rich PBX Replacement Services**

*Mid-Atlantic Service Provider Leverages Class 5 and Data Infrastructure to Deliver Enhanced Hosted Communications Services to Customer Base*

**CAMPBELL, Calif., May 17, 2004** – Sylantro Systems Corporation today announced that SNiP (Southern New Jersey Internet Providers, Inc.), a leading provider of data, voice and applications services in the Mid-Atlantic region, has selected Sylantro’s carrier-grade feature server and suite of hosted communications applications as the foundation for the new SNiP VPS (Virtual Phone System) product line. The new Sylantro-based service will further extend SNiP’s comprehensive service offerings, which currently serve business, residential and educational customers in southern New Jersey, Delaware and metropolitan Philadelphia. The company is currently expanding its operations to Maryland and the Washington, D.C. area.

SNiP was founded as an Internet Service Provider (ISP) in 1995, and attained CLEC (Competitive Local Exchange Carrier) status in 1999. The company has deployed a region-wide network of data centers and Class 5 switches to serve its growing customer base, and maintains an impressive customer churn rate of less than 2%, as compared to the industry average of 8%. SNiP has been cited numerous times as one of the best, largest and fastest-growing companies of its type in the Delaware Valley.

“Hosted communications services allow us to leverage our existing voice and data offerings to give our business and educational customers a compelling new alternative to premise-based phone systems,” said Pete Cava, CEO of SNiP. “This is a win-win-win situation for SNiP and our customers as well. The bedrock of our company is ‘knock-your-socks-off’ customer support, and the Sylantro solution’s extensive feature set and telco-grade performance allow us to provide the highest-quality support for our customers’ mission-critical communications services.”

“SNiP has built a thriving business upon delivering the services and support that their customers demand for their vital voice and data communications,” said Pete Bonee, president and CEO of Sylantro Systems. “Sylantro’s carrier-grade hosted communications applications and feature server have enabled SNiP to further expand their product offerings, providing a ‘one-stop shop’ for all of the core communications services and capabilities that businesses need to do business.”

Sylantro Systems is the leading provider of hosted PBX and IP Centrex applications, IP-VPN capabilities and consumer broadband applications via the company’s proven carrier-grade feature server. Sylantro’s solutions are deployed successfully around the globe, with the widest market distribution in its product class. The Sylantro platform provides proven telco-grade scalability, reliability, operability and regulatory compliance required for massively scalable carrier deployments to millions of users.

### ***About SNiP***

SNiP is an ISP-CLEC providing high quality data, telecommunication, and application services. Founded in 1995, SNiP is committed to providing 'knock-your-socks-off' customer support to residential, business, and educational customers that we believe should not have to understand technology in order to make use of it. As an ISP-CLEC SNiP offers voice and telephone company products such as local, local toll, and long distance services along with its original Internet and data services. As the first combination ISP-CLEC company based in the Delaware Valley, SNiP is uniquely positioned to provide products and services to the convergent voice/data marketplace. On the Web: [www.snip.net](http://www.snip.net)

### ***About Sylantro Systems Corp.***

Sylantro Systems provides the premier software platform for advanced IP Centrex and hosted communications services for business, residential, wireless and other applications. The company leads the market in deployments, with carriers such as SBC and Verizon, PTTs such as TeliaSonera, and next-generation service providers such as Level 3 and GoBeam using the Sylantro platform. With a unique combination of advanced applications, a carrier-class platform, and proven go-to-market services, Sylantro allows service providers to rapidly deliver high-value, high-margin managed telephony services. These award-winning solutions offer business users sophisticated communications services without the cost and complexity of today’s in-house PBX and key systems, and give consumers new flexibility in their communications services. Sylantro is a privately held company backed by premier investors. On the Web: [www.sylantro.com](http://www.sylantro.com)

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