



## News Release

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## Avaya and ECS Drive Intelligent Communications Solutions for Mid-market Customers in Singapore

*New agreement will see the two companies deliver Unified Communications and IP Telephony solutions to the fastest growing segment in Singapore*

**SINGAPORE, December 13, 2006** – Avaya Inc. (NYSE:AV), a leading global provider of business communications applications, systems and services, and ECS Computers (Asia) Pte Ltd (“ECS”), a wholly-owned subsidiary of SGX Main-board-listed ECS Holdings Limited, a leading regional information and communications technology (“ICT”) solutions provider, today announced that they have signed an agreement to jointly provide intelligent communications solutions to mid-market organizations in Singapore.

This agreement will enable Avaya to extend its channel coverage of mid-market organizations through ECS’ well-established network of system integrator partners. It further reinforces Avaya’s business strategy of forming strong BusinessPartner relationships with well-respected local and regional players for maximum reach. The two companies will combine their strengths to deliver Unified Communications and IP Telephony solutions that bring greater mobility and intelligent communications to mid-

sized businesses at competitive prices. These solutions include Avaya MultiVantage Express, Avaya S8400 Media Servers and Avaya On Demand.

According to global growth consulting company Frost & Sullivan, Singapore's mid-market segment (101 - 500 lines) for telephony was estimated to be worth S\$30.6 million (US\$19.8 million) in 2005. "We expect this segment to grow twice as fast as the total telephony market over the next three years. The collaboration between Avaya and ECS brings together strength in customer reach and distribution which are the key differentiators needed to address this growing segment," said Anoop Manghat, senior research analyst at Frost & Sullivan.

"The collaboration with Avaya is a strategic milestone for ECS as it manifests ECS' direction of building its presence in the "communications" segment of the information communication technology spectrum. We are delighted to be a BusinessPartner of a global leader in enterprise IPT solutions such as Avaya. Key to the needs of mid-sized businesses is the simple and cost-effective manner in which IPT solutions can be implemented and maintained and Avaya's broad range of leading industry offerings are exactly like that," said Mr. Jansen Ek, Group Chief Operating Officer, ECS Holdings Ltd.

Frost & Sullivan named Avaya the leader for the 10th consecutive quarter in the enterprise IP telephony market in Singapore, as well as the leading enterprise IP telephony company in the Asia-Pacific region. In addition, Avaya also retained its lead in Singapore's IP telephony segment with a market share of 48.1 percent in the second quarter of 2006 in the group's "Asia Pacific Enterprise Telephony Markets Q2 2006" report.

"The mid-market is an increasingly important customer set in Singapore, and one that we see as a major priority," said Mr. Teong Eng Guan, Country Director, Avaya Singapore. "Our award-winning solutions with enterprise-class capabilities, combined with the services and strong partner network of ECS, will present mid-sized organizations in Singapore with an unmatched combination of advanced features and comprehensive local support. We believe that these communications solutions will give

Singapore companies the competitive edge they are looking for as they expand regionally and globally.”

**About Avaya**

Avaya Inc. designs, builds and manages communications networks for more than one million businesses worldwide, including over 90 percent of the FORTUNE 500®. Focused on businesses large to small, Avaya is a world leader in secure and reliable Internet Protocol telephony systems and communications software applications and services. Also, Avaya is a pioneer and leader in enterprise fixed/mobile convergence with hundreds of thousands of customers using extension to cellular capability of Avaya Communication Manager every day.

Driving the convergence of voice and data communications with business applications - and distinguished by comprehensive worldwide services - Avaya helps customers leverage existing and new networks to achieve superior business results. For more information visit the Avaya Web site: <http://www.avaya.com>

**About ECS Computers (Asia) Pte Ltd**

Established in 1985, ECS Computers (Asia) Pte Ltd is a wholly owned subsidiary of ECS Holdings Ltd, a mainboard listed company of the SGX with a regional presence in Singapore, China, Malaysia, Thailand, Indonesia and the Philippines. As a leading Information & Communications Technology (ICT) provider, ECS Computers provides a comprehensive range of IT services and products through its three core businesses: Enterprise Systems, IT Services and Distribution. ECS Computers provides integrated solution offerings from industry leading ICT vendors to customers through its wide and established channels.

For more information, please log onto: <http://www.ecs.com.sg>

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