



FOR IMMEDIATE RELEASE

Phoenix Broadband Technologies and Weintraub Telecomm LLC Announce Strategic Alliance

“Agreement provides a solution for one of the industry's biggest network problems: power assurance”

MONTGOMERYVILLE, PA and KING OF PRUSSIA, PA – JANUARY 16TH 2008 – Phoenix Broadband Technologies Inc. (Phoenix) and Weintraub Telecomm, LLC (WeiTel) announced today that they have executed a strategic alliance agreement intended to provide a comprehensive package of network assurance products and services.

Under the terms of the agreement, both companies will work together to provide solutions to cable companies with an expanded suite of products and services to improve network power management and decrease operating maintenance costs.

- First, WeiTel, as an authorized re-seller and integrator of Phoenix Broadband power monitoring products, will deploy Phoenix Broadband’s PowerAgent technology, providing a system with preventive maintenance capabilities
- Second, WeiTel will develop with Phoenix, a suite of post-sale power system maintenance and repair services, that are based on the information delivered to the system operator by the Phoenix Broadband monitoring technology
- Third, WeiTel and Phoenix will bring to market during Q2, 2008 a turnkey outsourcing solution including hardware, monitoring, preventive and demand maintenance. This is intended to provide system operators with an alternative to in-house power systems management and monitoring

Background

Broadband cable networks make extensive use of HFC (Hybrid Fiber Coax) technology. In order to power the fiber nodes and their coaxial sub-networks, operators are forced to deploy thousands of battery-backed power supplies in the outside-plant. In addition, most operators now employ a combination of battery-backed uninterruptible power systems, DC power plant and generators in the headends and hubs which drive the HFC network. The Headend battery-based power systems are maintained either manually, over periodic intervals, or only in a reactive, on demand maintenance manner. Manual maintenance techniques have proven at best only partially effective, constitute a significant maintenance cost for operators, and the reliability of the network is directly impacted by the availability of uninterruptible power.

Phoenix Broadband Technologies has developed a breakthrough in battery and power systems monitoring technology which provides predictive information about the state-of-health of each individual battery in the network, allowing preventive maintenance to be performed in a proactive, and much more economical manner. This patent-pending technology, termed “Admittance

Testing”, is based on DSP (Digital Signal Processing) techniques, and provides information about the internal condition of the battery. The benefit for network managers is increased network availability, more cost-effective maintenance scheduling, and lower life-cycle costs on their network power systems. The addition of WeiTel as our support partner provides our customers with a proven engineering and installation resource to successfully manage the deployment of our technology as well as the ongoing support program.

Commenting on the new program, Walter Wilczewski, EVP of Phoenix commented “there has been a confluence of industry forces ...kind of a perfect storm ...that has brought WeiTel and Phoenix together at this point in time. Combined, we offer the right blend of technology and services to finally solve what has been a discouraging industry problem”.

Rob Heany, Senior Vice President of Engineering, said: “Providing a proactive approach toward solving the cable industry’s power management challenges is a real need and it is a logical extension of our company’s capabilities. Our customers are increasingly being asked to deliver higher levels of system reliability to support their voice, video and data networks. In addition, our work revolves around helping them plan, deploy and manage their networks.”

About WeiTel

Weintraub Telecomm LLC (WeiTel) designs, deploys and manages voice, video and data networks for cable telecommunications companies, wireless operators and selected commercial customers. In addition, it provides customer support services for Original Equipment Manufacturers that sell their products to its target markets. Headquartered in King of Prussia, Pennsylvania, WeiTel was recognized as one of Philadelphia’s 100® fastest growing, privately held companies in 2005 and 2006. In 2007, WeiTel appeared on the Inc 5000 list as the 37th fastest growing private telecommunications company in the nation.

About Phoenix Broadband Technologies

Phoenix Broadband Technologies, LLC (PBT) is headquartered just outside of Philadelphia in Montgomeryville, PA. Founded by well known cable industry veterans PBT specializes in power related network monitoring and management solutions using advanced technology such as DSP (digital signal processing) and open standards (DOCSIS, and SNMP). PBT has substantial field deployments with the top operators throughout the Cable, Wireless, Power and Telco industries. All of the company’s products are designed and manufactured in the U.S.

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