

## Asylum Promises Brazil Lower Fees for Overseas Calls

Contributed by Newsroom  
Tuesday, 07 December 2004

Asylum Telecom LLC, a global IP telephony firm, recently launched channel development efforts in Brazil, becoming one of the first in the industry to offer low-cost phone service in the Latin American market.

Delivering services through a growing network of channel partners - system integrators, Internet service providers, cable operators and traditional service providers - Asylum Telecom will focus initially on Brazil. Within 12 months, expansion is planned into Mexico, and later into Central and South America.

"Per-minute international phone charges in Latin America are some of the highest in the world," notes Rob Noels, head of Asylum's channel development program in the region. "Asylum Telecom's rates are a fraction of traditional telecom charges."

Just as important, according to Noels, Asylum Telecom provides call quality virtually indistinguishable from that of a landline, and offers such features as PowerRoom Conferencing, voicemail, unified messaging and free calls between subscribers.

According to Frost & Sullivan, demand for broadband access services in Latin America will generate at least US\$ 14 billion dollars in service provider revenue in 2006.

"Asylum and its partners enjoy a significant early-mover advantage in this dynamic growth market," explains Mark Corusy, Asylum's Vice President of Sales.

"We can help SIs, ISPs, cable operators and traditional service providers extend their service portfolios into IP telephony quickly and efficiently."

"The corporate market in Latin America is demanding IP telephony," notes Paul Cheng, Founder and CEO of Asylum. "That's why we are building a network of channel partners throughout the region to meet their particular needs."

But IP telephony isn't just about saving money, says Corusy. "These solutions allow businesses to increase the frequency, length and quality of communication with vendors, partners and customers. In the end, it will completely change the way business is done in Latin America."

Asylum Telecom is a privately held, venture-capital-funded company headquartered in New York, New York, with R&D and operational support offices in Budapest Hungary, and Cambridge, Massachusetts.

Asylum Telecom  
[www.asylumtel.com](http://www.asylumtel.com)

PRNewswire