



## Interstar leads the worldwide IP fax server market with nearly 75% market share, reports Davidson Consulting

***Interstar Technologies, a pioneer and leader in real-time T.38 Fax over IP (FoIP) boardless solutions, continues to dominate the IP fax server market for the 4 th consecutive year***

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Interstar Technologies ([www.faxserver.com](http://www.faxserver.com)), a leading developer of IP telephony solutions, has been identified as the worldwide IP fax leader, capturing a 72.7% market share in the growing \$11 million IP fax server market in 2004, per Davidson Consulting's ([www.davidsonconsulting.biz](http://www.davidsonconsulting.biz)) "Computer-Based Fax, 2004-2009" report.

"Interstar, which had been in the market for four years and had close ties to Cisco, was totally in control of the IP fax market," per the Davidson Consulting fax-industry research firm. With VoIP migration, IP fax systems are forecasted to dominate the market by 2009 with revenues of \$82 million, and boardless IP fax solutions accounting for more than 50% of those revenues.

The overall fax server market is expected to grow by a 6.8% CAGR from \$270 million in 2004 to \$375 million in 2009, indicated Davidson Consulting.

Aside from topping the IP fax rankings, Interstar also climbed several notches in the overall fax server market, appearing in all top 10 lists classifying the fax server market by type, geographic region and company size. In the segment for large enterprises with 5,000+ users, Interstar ranked 5th, "a surprising finish for a company that put its weight behind a Fax over IP product," indicated Davidson Consulting.

Interstar's XMediusFAX T.38 Fax over IP (FoIP) software works in both VoIP and PSTN network environments, with or without fax boards. XMediusFAX also provides an easy path for eventual migration to VoIP for PSTN-based infrastructures. As a boardless FoIP solution, XMediusFAX is the industry's pioneer in fast and efficient desktop email faxing and fax broadcasting - without the added expense of fax boards.

Available in Enterprise, Express and Service Provider versions, XMediusFAX allows organizations to reliably and securely transmit confidential documents. It optimizes fax workflow and archiving, and provides for an audit trail that facilitates compliance with regulations such as the Sarbanes-

Oxley (SOX) Act and Health Insurance Portability and Accountability Act (HIPAA).

"As organizations increasingly migrate toward a VoIP infrastructure, Interstar is well-poised to stay ahead of the competition for years to come. With its market-first, boardless FoIP technology, Interstar has a 4-year advantage dedicated to crafting XMediusFAX for seamless integration with a wide range of VoIP platforms and IP telephony technologies," said Martin Demers, CEO and President of Interstar Technologies. "Interstar's XMediusFAX is still the only boardless FoIP product fielded in the fax server market today."

### **About XMediusFAX®, fax servers and VoIP networks**

Interstar's XMediusFAX is the first boardless (no hardware or fax boards required), T.38 Fax Over IP (FoIP) server application that integrates seamlessly with leading IP telephony technologies from companies such as Cisco, 3Com/AudioCodes, Avaya, and Alcatel. By connecting directly to leading VoIP gateways, XMediusFAX maximizes ROI, streamlines workflow, and solves analog fax problems by eliminating POTS lines, specialized hardware, paper, toner and maintenance costs.

Considered as an ideal component for building a comprehensive unified messaging system, XMediusFAX enables faxes to share a common inbox along with email and voicemail.

### **About Interstar Technologies**

Privately-held Interstar Technologies pioneered the fax server revolution in 1996 with its LightningFAX® software. It then reinvented the fax server in 2002 with XMediusFAX®, the industry's first boardless, T.38 IP fax server solution for enterprises and service providers. With thousands of systems installed in more than 40 countries, Interstar is committed to providing world-class, electronic messaging technology to enterprise markets of all sizes, financial institutions, and governments.

Headquartered in Montreal, Canada, Interstar Technologies maintains partnerships with Cisco Systems, Groupe SAGEM, Bell Canada, 3Com, Eicon Networks, Microsoft, Pitney Bowes, IBM, HP, Lotus, SAP, Onset Technology, Brooktrout and Artisoft. Its award-winning solutions for Microsoft Windows are distributed worldwide through a global network of resellers, system integrators and OEM partners. For more information, visit the Interstar website at **[www.faxserver.com](http://www.faxserver.com)** or send an email to: **[info@interstarinc.com](mailto:info@interstarinc.com)**.

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