



GEMATECH APPOINTS NEW SALES SPECIALIST

- Paul Wayman joins GemaTech to drive and develop new business opportunities -

31/05/06: GemaTech, specialist developer of telephony business continuity and voice recording products and solutions, has today announced the appointment of Paul Wayman, previously of BT, to join their sales team.

Paul will be responsible for driving sales of GemaTech's unique Business Continuity Manager BCM^{LITE} unit incorporating their Secure Voice Recording module SVR^{LITE} into Blue Chip companies and within the Government sector, where his previous sales experience lies.

Commenting on his appointment, Wayman says, "I am looking forward to becoming one of the GemaTech team and having the opportunity to work with such a powerful but simple to use product range. My experience of working at BT will provide me with a good foundation to help GemaTech develop new business opportunities and expand its customer base. Business continuity planning is becoming essential in these increasingly volatile times so it is an exciting time to be joining a team of business continuity specialists."

Wayman brings with him a long career history totalling more than 16 years experience in the Telecoms industry. He worked in many divisions of BT from access networks and business continuity through to the design, sale and delivery of Call Centres for BT's largest customers. Wayman also co-wrote and exercised all of the continuity plans currently adopted by BT Call Centres.

In Wayman's final role at BT he was responsible for creating awareness, interest and opportunity for leasing lead technical sales across the whole of the BT community. Wayman also achieved Masters Club status, which is awarded only to the top sales representatives within BT.

Graham Chick, Chief Executive, GemaTech comments, "Paul's significant expertise in the business continuity field and successful track record in the telecoms sales arena will be of significant value in ensuring that GemaTech continues to secure new business



opportunities. This experience will prove invaluable in raising the profile of the company as we look to capitalise on the many opportunities for business growth.”

- Ends -

About GemaTech

GemaTech designs and develops products and solutions which deliver telephony business continuity and secure voice recording by obviating telecommunication failure and aiding dispute resolution respectively.

GemaTech has over 10 years expertise in developing niche applications for the telecommunications industry. Founded in 1995, and headquartered in Guernsey, GemaTech also has operations in Basingstoke, and San Diego.

GemaTech specialise in delivering cost effective, scaleable solutions ensuring that organisations, large or small, can benefit from the deployment of GemaTech’s innovative technology delivering measurable and quantifiable returns on investment.

GemaTech’s unique business continuity products and services are capable of ensuring the instantaneous, seamless and total recovery of 100% of an organisation’s incoming calls, the lifeblood of any company, by intelligently re-directing any number of individual DDIs to any number of alternative destinations – and activated in seconds after an invocation.

GemaTech’s secure voice recording product, available as an additional module to enhance the business continuity products, enables all re-routed calls to be call recorded, as well as a stand alone product delivering a number of unique features including dual channel or “stereo” recording of all calls, ideal for dispute resolution.

GemaTech has customers across many vertical sectors, including financial services, banking and insurance and the travel industry. Some of GemaTech’s key customers include, Travel Councillors, Regency Mortgage Brokers, Kudos Research, Access Accounting, Message Labs, Ultimate Insurance and Richmond Corporate Services.

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