



# Press Release

## FOR IMMEDIATE RELEASE

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## Octapharma USA Selects Cypress Communications' Hosted VoIP Solution

*USA division of worldwide pharmaceutical company selects  
Cypress Communications' hosted VoIP solution, C4 IP™, for its cost advantage and mobility capabilities.*

**Atlanta – May 6, 2008** – Octapharma, a worldwide pharmaceutical company that makes life-saving drugs derived from plasma, selected Cypress Communications' C4 IP™ [hosted VoIP](#) for its new USA headquarters because of the solution's mobility capabilities and cost advantage over upgrading their current premises-based system.

"We were planning to upgrade our current system as we moved the headquarters from Virginia to New Jersey, but after a soft estimate of \$25,000, we decided to look at other options," said Louis DiCriscio, vice president of finance and operations at Octapharma. "Cypress' hosted communications model with a single monthly cost enabled us to save a lot by not investing capital dollars in new hardware or software and by relieving us of the burdens of maintaining the system and paying extra for support. Cypress' all-in-one hosted solution was a perfect fit."

Adding to C4 IP's "perfect fit" for Octapharma are the solutions' mobility capabilities. Before implementing Cypress' hosted VoIP solution, senior sales people at Octapharma—who spend all of their time working remotely—relied on their cell phones for communication. But, with C4 IP's full-featured soft client, coworkers who are scattered among various physical locations can easily collaborate in the same "virtual room" with [audio and Web conferencing tools](#), [chat](#), [video calling](#), [real-time presence](#), and a broad range of unified communications functionality, including Find-Me-Follow-Me call routing, click-to-call and unified messaging.

"C4 IP enables companies to get more from their communication dollar by providing cutting-edge communication and collaboration tools without the complexity and time required to build a premises-based system—and without the capital investment," said Frank Grillo, executive vice president of marketing at Cypress Communications. "When we began working with Octapharma, we knew that implementing C4 IP at their headquarters would lower their overall communications spend while increasing productivity, which was especially important for their sales force."

C4 IP is an enterprise-class, [hosted VoIP](#) and [unified communications](#) solution that enables companies to communicate seamlessly throughout the enterprise. Complete with voice and data services, handsets, multimedia collaboration tools, unified messaging and advanced PBX functionality, C4 IP delivers a comprehensive communications solution. With C4 IP, users can connect, communicate, collaborate and continue from any location—any time.

**About Cypress Communications**

Boasting a 20-year legacy and more than 6,500 customers coast-to-coast, Cypress Communications provides Communications as a Service (CaaS) to small- and mid-sized enterprises. CaaS goes beyond traditional hosted VoIP offerings by delivering a fully managed unified communications solution. Comprehensive and flexible, the CaaS solution from Cypress includes integrated voice and data access, desktop phones, soft phones, local and long-distance voice services, voicemail, advanced collaboration tools and remote office functionality. From their computers, users can take advantage of productivity-enhancing applications such as real-time presence, desktop video, unified messaging, chat, file sharing, and Outlook integration. As a Deloitte Fast 50 and Fast 500 award recipient, Cypress Communications is also recognized as one of the fastest growing telecommunication companies in North America. Cypress is headquartered in Atlanta. The company's Web address is [www.cypresscom.net](http://www.cypresscom.net).

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