

## Company Background



Like the intricate moves of the tango dance itself, Tango Networks uses some intricate moves of its own to fuse the power of enterprise PBXs and unified communications (UC) systems with the flexibility of employees' mobile phones to deliver a seamless communications environment benefiting all the stakeholders in the mobile ecosystem: the enterprise, the mobile operator, and the end user.

The company, based in the Telecom Corridor, just outside Dallas, Texas, was formed in late 2005. It began as the brainchild of Andrew Silver, a telecommunications industry technologist. He soon joined Douglas Bartek, an experienced telecom industry executive, to form Tango Networks. The privately-held company is backed by investors such as Motorola Ventures, Nortel, Signature Capital, TWJ Capital, and Meridian Capital. The company's talented management team is comprised of telecommunications veterans – all with large company as well as successful start-up experience.

The company's unique hybrid architecture enables an enterprise to extend the functionality of any PBX – TDM, IP-PBX or hybrid – and/or UC solution, with any mobile phone – single mode, dual-mode, smartphone or even standard feature phone, to create a seamless enterprise communications environment; mobile users now have the same benefits, features and policies traditionally limited to fixed landline phones. This convergence of communications tools creates a multi-dimensional shift in the enterprise telecommunications market, changing not only the way enterprises purchase and integrate cellular service in their businesses, but also the way carriers compete to provide services to enterprises.

The deep penetration of – and dependence upon – mobile phone service in enterprises has become a double-edged sword. The benefits are clear, but the organizations' inability to properly manage their mobile services has resulted in tremendous inefficiencies. Enterprises want and need to manage their mobile communications with the same level of control they have over their internal voice and data communications networks. Without this control, they must deal with excess calling costs, user inefficiencies, inadequate call security, and unnecessary legal exposure. Tango Networks changes all that.

Mobile operators can add fixed-mobile convergence to their service offerings to meet enterprise needs for mobility management, efficiency, productivity, flexibility and accessibility, providing value-added services to valuable enterprise customers. Tango Networks' solution assists mobile network operators improve market share and increase revenues, while reducing churn.

The Tango Networks solution, the Tango Abrazo™, is named for a Tango dance move meaning "embrace." The Tango Abrazo enables the embrace between the desk phone and mobile phone to increase productivity, accessibility, and mobility management.

Two phones. One solution. Let's Tango. For more information, dance on over to [www.tango-networks.com](http://www.tango-networks.com).

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Mobility for Enterprise

[www.tango-networks.com](http://www.tango-networks.com)

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