

Changing Strategy, NetByTel Sells Primary Speech App Business To TuVox
By Eric Davis

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NetByTel Inc. has sold its primary offering, its hosted speech application business, to fellow speech application provider **TuVox** Inc.

Maintaining its core software after the transaction, NetByTel will focus its business on enabling service providers to bring their own speech applications to market.

The acquisition includes NetByTel's primary offering and the majority of its customers and employees, said NetByTel President and Chief Executive John Amein. Twenty of NetByTel's customers and the most of its roughly 32 employees will move over to **TuVox** as a result of the deal, which closes today.

NetByTel's new offering will be out by the end of the year, Amein said, who declined to put a price on the acquisition.

Boca Raton-based NetByTel has raised more than \$33 million to date from investors including Lazard Technology Partners, Noro-Moseley Capital, Chelsea Capital Partners LLC and affiliates of Mesco Ltd.

Los Altos, Calif.-based **TuVox** has raised \$26.2 million in venture capital from investors including Norwest Venture Partners, Foundation Capital, Granite Ventures LLC and Adobe Ventures.

TuVox's technology allows enterprises to create complex, conversational speech applications from their existing content, data and business processes. The applications automate calls and include natural language call routing, self-service transactions and product support. The technology can take information from a Web application, for example, and automate that information into a speech-based phone service.

NetByTel's hosted speech business provides call center automation on an outsourced basis to enterprises such as Office Depot Inc. and Wal-Mart Stores Inc.

TuVox made the purchase in part to add the new verticals of retail and financial services to its customer base, Vice President of Marketing Azita Martin said. **TuVox** will now have 50 customers after the asset purchase.

Altogether, 10 self-service speech applications will be added to **TuVox**'s product line, which now includes over 40 speech applications.

<http://www.netbytel.com>

<http://www.tuvox.com>