

Master agency Intelisys announced an agreement with InPhonic Inc., the Washington D.C.-based online retailer of wireless phones and service plans, to promote a new online wireless store that will allow Intelisys sales representatives to offer wireless services and phones.

"Our agreement with InPhonic is another indication of the changing telecom landscape," says Rick Dellar, co-founder of Intelisys. "Five years ago wireless barely made a dent in a business customer's total telecom spend. Today wireless minutes have displaced a significant share of traditional fixed-line voice minutes that have been the mainstay for channel sales agents. Here's an opportunity to recapture some of that lost opportunity."

Through an InPhonic-powered e-commerce platform, Intelisys agents will be able to shop for wireless calling plans and wireless phones to accommodate their customers. Collectively, InPhonic's wireless carrier partners service more than 99 percent of the U.S. population, according to the companies.

InPhonic is a public company traded on the NASDAQ and has agreements with ALLTEL, Cingular Wireless, Nextel, Sprint PCS, T-Mobile, and Verizon Wireless, as well as other regional carriers. The Company provides full service sales and transaction support, including credit processing, shipping and billing, and 24-hour customer service.

"As the #1 company on the 2004 *Inc. 500* list of fastest-growing privately held companies in the United States, Intelisys chose InPhonic for wireless services based on its reputation and strength in the marketplace, and based on the value of their e-commerce platform," says Jay Bradley, vice president of marketing and business development with Intelisys.