



News Release

Intelisys, Inc. Launches Intelisys Business Solutions to Capture Telecom Lifecycle Management Market

Leaders of the new business unit available at Intelisys Booth 1413 at Channel Partners Conference & Expo, March 1 – 3, in Las Vegas

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Petaluma, CA – Intelisys Communications, Inc., the nation’s leading master agency distributor of business communication services, today announced the launch of Intelisys Business Solutions (IBS), its newest business initiative to help organizations control costs, optimize their use of expense communication services, and improve overall operational efficiencies. IBS offers a full range of Telecom Lifecycle Management services such as:

- Intuitive access to Telecom Service Inventory
- Reconciliation of carrier invoices
- Dispute management services
- Electronic payment notifications
- Account Payable services
- Improved Business Intelligence via real-time financial and operational analysis

IBS is a natural extension for Intelisys Communications Inc. since it combines over 75 years of industry expertise with a mature, powerful and integrated technology platform, the PINNACLE Communications Management Suite. PINNACLE has been supporting premiere institutions in government, healthcare, higher education, and various retail industries for over twenty years. IBS is leveraging the PINNACLE technology platform to deliver a comprehensive and robust suite of essential service support and service

delivery management functions to a market segment that until now has been underserved by the traditional TEM solutions provider.

Most TEM solution providers and Telecom Audit agencies focus on the very large enterprises with multi-million dollar communication spend. With this new suite of IBS services, Intelisys Communications, Inc. is able to provide “peace of mind” to SMB organizations that are having to overcome the challenges of continually relying on internal non-expert resources to help reduce cost and improving organizational efficiencies.

Dana Topping, co-owner of Intelisys, Inc., explains: “IBS distinguishes itself from traditional outsourcing agencies by partnering with the organization to manage the lifecycle of support activities related to procuring, provisioning, paying, disputing, and dynamically allocating costs for all communication services. By providing a full range of Telecom Lifecycle Management services, IBS can deliver a very timely and sustainable return on investment.”

Devi Jaspal, Senior Director of Intelisys Business Solutions indicates, “Traditional TEM and Telecom Audit engagements are not directly aligned with the actual business requirements of the organization. Our mission is to partner with the customer to identify opportunities to reduce cost by helping them optimize their use of communication services and alleviate the challenges of managing the lifecycle of support activities associated with complex communication networks and the ever-expanding array of mobile services.”

“This is a complete bundled solution,” says Joel St. Germain, one of the nation’s leading independent telecom sales agents, located in Englewood, CO. “It’s not just traditional telecom expense management, but rather a more robust and comprehensive financial and operations management solution. This new offering creates a paradigm shift in the telecom industry, and especially in the indirect sales channel. The possibility of having an easy-to-navigate web portal integrated with a powerful and proven telecom lifecycle management platform completely changes the value added services that can be offered to the SMB market space.”

To learn more about Intelisys Business Solutions, go to www.intelisysbusinessolutions.com.

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About Intelisys and Intelisys Business Solutions

Intelisys is the only master agency focused exclusively on supporting the channel’s top-producing sales agents. Intelisys provides a broad suite of telecom value-based solutions that include carrier voice and data services, wireless and wired access, voice and Web conferencing, as well as mobility solutions. Intelisys Business Solutions is the result of the 2006 merger with Resource Communications, an industry-leading telecommunications solutions provider founded by Dana Topping.