



News Release

Intelisys Launches Partnership with ZONE Telecom, Inc.

The partnership will provide strong wholesale voice offering for Intelisys Sales Partners.

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Media Contact:

Christina Dumlao, 707.238.8118

cdumlao@intelisys.com

Petaluma, CA and Cherry Hill, NJ – Intelisys Communications, Inc., the nation’s leading master agency distributor of business communication services, and ZONE Telecom Inc, a facilities-based reseller have agreed to commence a business relationship this week.

“Bringing ZONE in as a Supplier Partner will offer flexible and competitive pricing models for our Sales Partners,” said Steve Robb, Intelisys’ SWAT Sales Manager. “The fact that they can offer both retail and wholesale pricing schedules will allow our Sales Partners to create customized solutions for their clients’, while maintaining the best possible compensation, when needing to get aggressive rates to win the business.”

“We are delighted to work again with long term industry friends like Charles Murray and David Singer,” said Carol Beering, Intelisys Vice President of Sales Operations. “ZONE offers good wholesale voice products that will enhance our supplier portfolio.”

The companies are launching ZONE’s Wholesale and Enterprise products this week.

ZONE is a facilities-based reseller with switches in Los Angeles, CA and Portland, ME. ZONE has its own IP HUBS in Los Angeles, CA and Boston, MA. Intelisys decided to establish the relationship with ZONE based on the flexibility to customize voice solutions and provide their Sales Partners alternative choices. Intelisys has negotiated the first true Master Agent Agreement in the ZONE channel program and look forward to the mutual success that this unique relationship will offer Intelisys’ Sales Partners.

“ZONE is committed to providing Intelisys Sales Partners with extraordinary service, pricing, and compensation. We are big enough to get this job done and small enough to communicate with the customer,” said Dan Boynton, ZONE Telecom’s President and CEO.

To learn more about Intelisys go to www.intelisyiscorp.com. To learn more about ZONE Telecom, Inc go to www.zonetelecom.com.

About Intelisys

Intelisys is the only telecom master agency focused exclusively on supporting the Channel’s top-producing sales agents. The company specializes in providing a broad suite of telecom value-based solutions to ensure the top-producing agent’s success. Intelisys services include a complete selection of carrier voice and data services, wireless and wired access, auxiliary services such as voice and web conferencing, mobility solutions, professional service offerings and Intelisys’ proprietary telecom asset management tool, Audex. Since its inception in 1994, Intelisys’ growth is a result of the unique formula of recruiting top-producing agents, capitalizing on industry trends, and most importantly, providing exceptional operational and back-office support. This formula has positioned Intelisys as the recognized thought leader in the telecommunications independent sales channel.

About ZONE

ZONE is a national facilities-based reseller provider of voice, data, and VoIP (Voice over Internet Protocol) services for businesses, ILEC (incumbent local exchange carrier), and wholesale customers. ZONE Telecom's strength lies in its diverse portfolio of products combined with its skilled team of professionals who develop unique telecom solutions and provide high quality customer support.

ZONE Telecom offers a full array of telecommunications products and services by utilizing telephony technologies which have been proven over the years, as well as taking advantage of the newest developments in the field to deliver value and high-quality service to our customers.

ZONE has \$100 million in annual sales and is a profitable public company.

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