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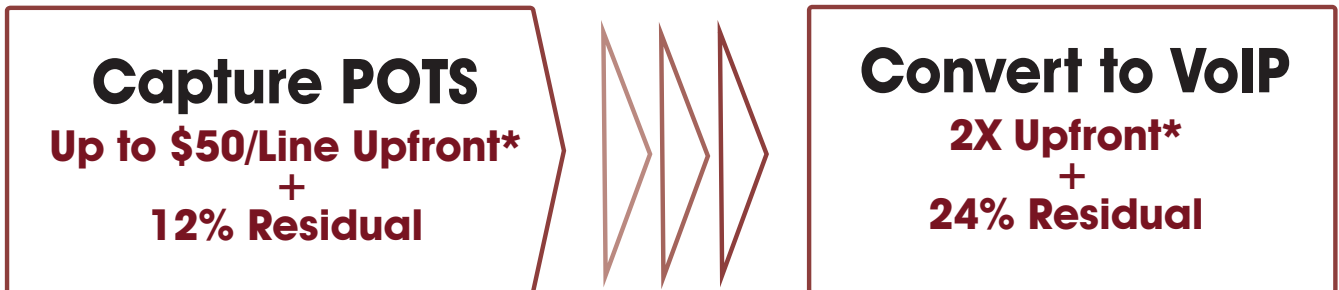


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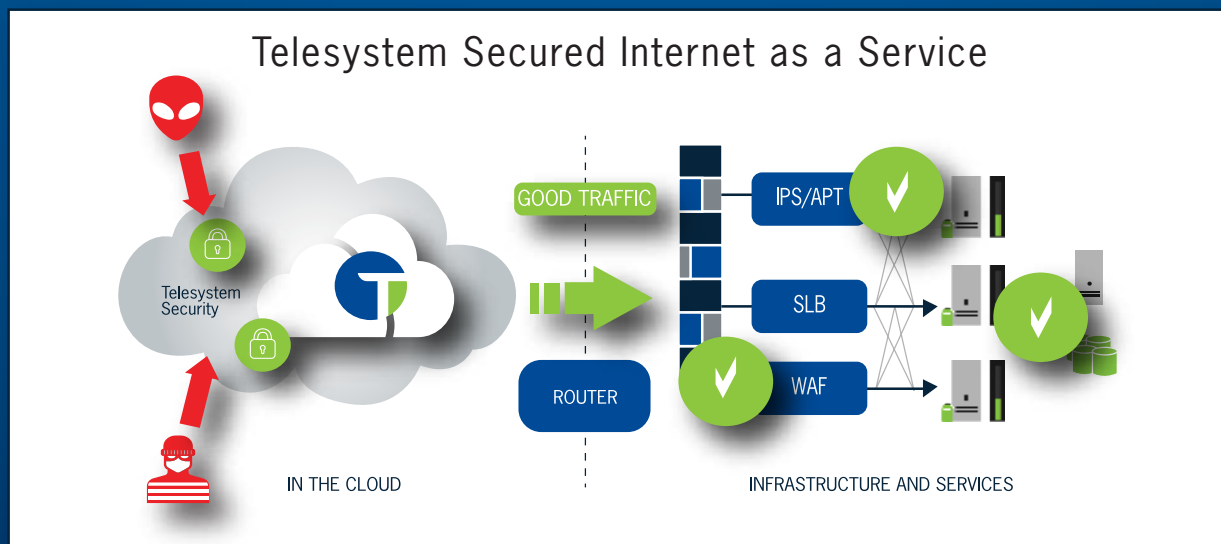
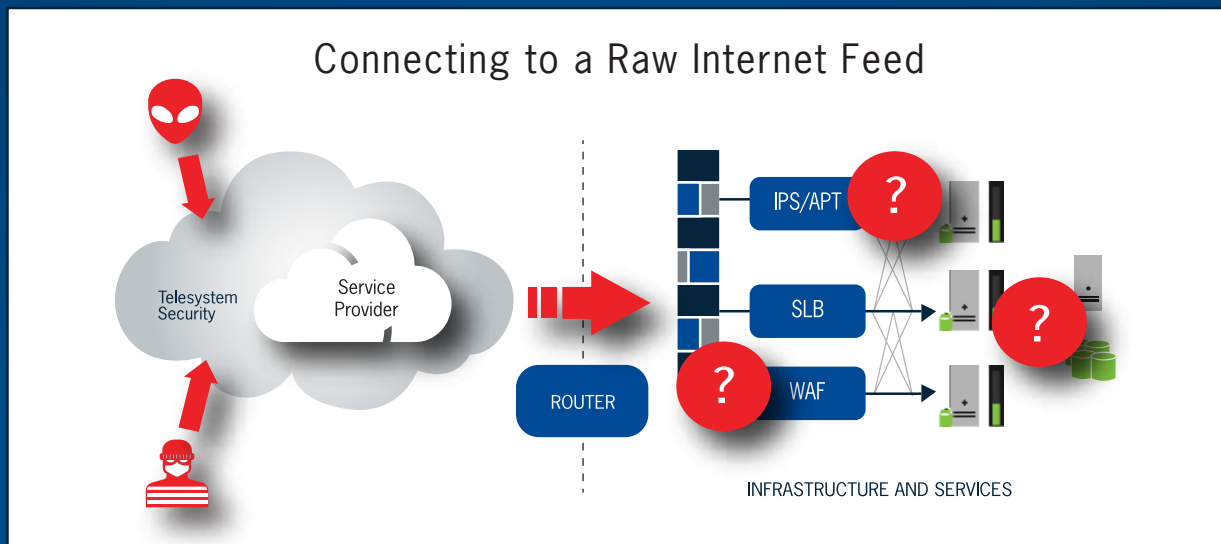
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www.cdg.ws
info@cdg.ws
Support/Other Services:
Billing/OSS
Business Services
Consulting
(See ad on page 69)

CDS Global Cloud
10000 N Central Expwy, Ste 415
Dallas, TX 75231
888.826.3476 (voice)
Contact: Kevan Higgins
sales@cdsglobalcloud.com
Data/Network Services:
Colocation/Data center
IaaS/PaaS
Storage
Virtual Servers
Web hosting

Cellular Optimization, LLC
125 Mineola Ave, Ste 306
Roslyn Heights, NY 11577
317.204.2210 (voice)
www.cellularoptimization.com
Contact: Mike Saxby
msaxby@cellularoptimization.com
Primary Underlying Providers:
AT&T Wireless
Sprint
T-Mobile
Verizon Wireless
Voice Services:
Mobile services
Support/Other Services:
Consulting
Expense/Mobile management

CenturyLink Channel Alliance
100 CenturyLink Dr
Monroe, LA 71203
318.388.9000 (voice)
855.208.1770 (voice)
www.centurylink.com/enterprise
alliance2@centurylink.com
Voice Services:
Conferencing
Contact/Call Center
Dedicated Local/LD
Hosted PBX
SIP Trunking
Unified Communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Cloud Services
Colocation/Data Center
Dark Fiber
Desktop Virtualization
Ethernet Services
Hosted Email
Hosted Infrastructure/Platforms
Hosted Office/IT Services
Integrated Access
Managed Network Services
MPLS VPN
Private Line, point-to-point
SaaS
Security/Firewall
Storage
Virtual Servers
WAN Optimization
Wireless Data Access
Support/Other Services:
Billing/OSS
Business Applications
Business Services
Consulting
Installation

CENX
121 Newark Ave, Ste 547
Jersey City, NJ 07302
613.569.3644 (voice)
www.cenx.com
info@cenx.com
Data/Network Services:
Cloud Services
Colocation/Data Center
IoT
Support/Other Services:

Carrier Ethernet Exchange
Mobile Backhaul
Service Assurance

Channel Focus Community
5300 DTC Pkwy, Ste 250
Greenwood Village, CO 80111
303.285.0530 (voice)
303.285.0542 (fax)
www.channelfocuscommunity.net
Support/Other Services:
Business Services
Consulting

Charitel Telecommunications
4255 Ste Catherine O
Westmount QC H3Z 1P7
866.940.6070 (voice)
info@charitel.com
www.charitel.com

Primary Underlying Providers:
Allstream
Bell Canada
Cogeco
Rogers
Telus
Videotron
Zaya
Voice
Conferencing
Dedicated Local/LD
Hosted PBX
Mobile Voice/Data Services
Origination/Termination
Toll Free
Unified Communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Cloud Services
Dark Fiber
Desktop virtualization
Ethernet Services
Hosted Infrastructure/Platforms
International access
MPLS-VPN
Private line, point to point
Wireless Data Access
Support/Other Services:
Billing/OSS

Chetu
10167 W Sunrise Blvd, Ste 200
Plantation, FL 33322
954.342.5676 (voice)
305.832.5987 (fax)
www.chetu.com
sales@chetu.com
Data/Network Services:
BC/DR
Cloud Services
CRM
Hosted IT Services
Integrated Access
Security/Firewall
Web Hosting
Support/Other Services:
Billing/OSS
Business Services
Mobile App Development

ChinaCache North America
21700 Copley Dr, Ste 300
Diamond Bar, CA 91765
866.998.3399 (voice)
213.239.8878 (voice)
213.403.6155 (fax)
www.chinacache.com
global@chinacache.com
Contact: Lillian Shao
lillian.shao@chinacache.com
Data/Network Services:
Cloud Services
Content Delivery Network

China Mobile USA
2570 N First St, Ste 440
San Jose, CA 95131
213.627.7189 (voice)
www.cmi.chinamobile.com
Contact: Coralie Sun
coraliesun@cmi.chinamobile.com
Voice Services:
Mobile
VoIP
Data/Network Services:
Colocation/Data Center
Ethernet Services
International Access
IoT
Managed IT Services
MPLS VPN
Private Line, point-to-point
Wireless Data Access

China Telecom Americas
607 Herndon Pkwy, Ste 201
Herndon, VA 20170
773.787.0088 (voice)
703.787.0086 (fax)
www.ctamericas.com
Voice Services:
Conferencing
Mobile Voice/Data Services
Unified Communications
VoIP

Data/Network Services:
Access (DS0-OCn)
Cloud Services
Colocation/Data Center
Content Delivery Network
DDoS Mitigation
Hosted Infrastructure/Platforms
Ethernet Services
Managed Network Services
MPLS VPN
Private Line, point-to-point
Security/Firewall
Storage
WAN Optimization
Web Hosting
Wireless Data Access
Support/Other Services:
Mobility

China Unicom (Americas) Operations Ltd.
2355 Dulles Corner Blvd, Ste 688
Herndon, VA 20171
888.880.1698 (voice)
703.880.6888 (voice)
703.880.6899 (fax)
www.unicomamericas.com
Contact: Victor Apodaca
americas-sales@chinaunicom.com
Voice Services:
Conferencing
Mobile Voice/Data Services
Prepaid Voice/Data Services
Data/Network Services:
Access (DS0-OCn)
Colocation/Data Center
Dark Fiber
Ethernet Services
MPLS VPN
Wireless Data Access

Chorus Communications
210 Church St, Ste D
Philadelphia, PA 19106
215.259.5890 (voice)
215.922.2294 (fax)
www.choruscommunications.com
contact@choruscommunications.com
Voice Services:
Conferencing
Dedicated Local/LD
Mobile Voice/Data Services
Unified Communications
Hosted PBX
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
BC/DR
Colocation/Data Center
Dark Fiber
Ethernet Services
Hosted Infrastructure/Platforms
Hosted IT Services
Integrated access
Managed Network Services
Security/Firewall
Storage
Virtual Servers
Wireless Data Access
Support/Other Services:
Premises Systems/Gear

CHR Solutions
9700 Bissonnet,
Ste 2800
Houston, TX 77036
713.351.5111 (voice)
281.754.9170 (fax)
www.chrsolutions.com
Data/Network Services:
Hosted IT Services
Hosted Infrastructure/Platforms
IP Transport
Managed Network Services
SaaS
Security/Firewall
Support/Other Services:
Billing/OSS
Business Services
Consulting
Premises Systems/Gear

Ciena
7035 Ridge Rd
Hanover, MD 21076
800.207.3714 (voice)
410.694.5700 (voice)
www.ciena.com
Voice Services:
Unified Communications
Data/Network Services:
Cloud Services
Support/Other Services:
Consulting

Cirriity
1100 Spring St, Ste 701
Atlanta, GA 30309
888.980.7540 (voice)
www.cirriity.com
Contact: Gerry Baron
info@cirriity.com
Data/Network Services:
BC/DR
Cloud services
Desktop virtualization
Disaster recovery
Hosted email
IaaS/PaaS
Virtual servers
Web hosting

Cisco Systems
170 W Tasman Dr
San Jose, CA 95134
800.553.6387 (voice)
www.cisco.com/smb
Voice Services:
Conferencing
Unified Communications
Data/Network Services:
Cloud Services
Colocation/Data Center
Hosted Infrastructure/Platforms
IoT
Managed Network Services
Security/Firewall
Storage
Virtual Servers
WAN Optimization
Wireless Data Access
Support/Other Services:
Consulting
Premises Systems/Gear

CityNAP
415 N Main Ave
San Antonio, TX 78205
210.492.1262 (voice)
www.citynap.com
info@citynap.com
Contact: Don Douglas
dond@citynap.com
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center
Dark Fiber
Desktop Virtualization
Hosted Email
Hosted Infrastructure/Platforms
Hosted IT Services
Managed Network Services
MPLS VPN
Private Line, point-to-point
Security/Firewall
Virtual Servers
Web Hosting
Wireless Data Access
Support/Other Services:
Business Services
Installation
Premises Systems/Gear

Citynet
100 Citynet Dr
Bridgeport, WV 26330
800.881.2638 (voice)
www.citynet.net
salesupport@citynet.com
Voice Services:
Conferencing
SIP Trunking
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Colocation/Data Center
Dark Fiber
Ethernet Services
IP Transit
ISDN
Managed Network Services
MPLS VPN
Security/Firewall
Web Hosting

Clearcon
405 Lexington Ave, 26th Fl
New York, NY 10174
917.677.9754 (voice)
www.clearcon.com/#why
Contact: Cliff Kane
ckane@clearcon.com
Data/Network Services:
Dark Fiber

ClearLine Mobile
16133 Ventura Blvd, 7th Fl
Encino, CA 91436
818.322.3411 (voice)
818.302.3499 (fax)
www.clearlinemobile.com
info@clearlinemobile.com
Voice Services:
Mobile Voice/Data Services
Support/Other Services:
Consulting
Mobility

ClearOne
5225 Wiley Post Way, Ste 500
Salt Lake City, UT 84116
www.clearone.com
801.975.7200 (voice)
800.945.7730 (voice)
801.303.5711 (fax)
Contact: Kent Terpe
kent.terpe@clearone.com
Voice Services:
Conferencing
Unified Communications

Clear Rate Communications
2600 W Big Beaver Rd, Ste 450
Troy, MI 48084
877.877.4799 (voice)
877.877.5225 (fax)
www.clearrate.com
info@clearrate.com
Voice Services:
Dedicated Local/LD
Hosted PBX
Mobile Voice/Data Services
SIP Trunking
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Colocation/Data Center
Ethernet Services
Managed Network Services
Managed WiFi
MPLS VPN
Security/Firewall
Virtual Servers
Web Hosting
Wireless Data Access
Support/Other Services:
Premises Systems/Gear

ClickSoftware/StreetSmart
35 Corporate Dr, Ste 400
650.793.4839 (voice)
888.438.3308 (voice)
www.clicksoftware.com
Contact: Mike Lacey
mike.lacey@clicksoftware.com
Data/Network Services:
SaaS
Support/Other Services:
Business applications
Business services
Expense/Mobile management

Cloudjumper
381 Cleveland Crossing Dr.
Gartner, NC 27529
844.645.6789 (voice)
www.cloudjumper.com
Contact: Janet Cinelli
hello@cloudjumper.com
Data/Network Services:
Cloud Services
Desktop Virtualization
Hosted Infrastructure/Platforms
Support/Other Services:
Business Applications
Mobility

CloudRoute
75 Eriview Plaza, Ste 10000
Cleveland, Oh 44114
213.244.600 (voice)
www.cloudroute.com
info@cloudroute.com
Data/Network Services:
BC/DR
Cloud Services
Desktop Virtualization
Dynamic CRM
Hosted Email

An aerial photograph of the New York City skyline at sunset. The sun is low on the horizon, casting a warm, golden glow over the city. The buildings are silhouetted against the bright sky, and the water of the harbor is visible in the foreground. The overall scene is a mix of blue, orange, and white tones.

colt

Be Demanding with Colt

Colt provides data connectivity products and services from simple broadband access to complex managed networking solutions that support businesses and wholesale carriers across [Europe](#), [Asia](#) and the [US](#). Colt delivers a true local experience for enterprises that are global, as we operate in 28 countries. With metropolitan area networks in 49 major cities as well as direct fiber connections into more than 24,000 buildings worldwide, [Colt is prepared to meet your business needs.](#)

Susan.Penevolpe@colt.net
+310 597 5709

Hosted Infrastructure/Platforms
Hosted Office IT/Services
Virtual Servers

Cloud Services Community

5300 DTC Pkwy, Ste 250
Greenwood Village, CO 80111
303.285.0530 (voice)
303.285.0542 (fax)
www.cloudservicescommunity.net
Contact: Jennifer Zowada
jzowada@baptie.com
Data/Network Services:
Cloud Services

CloudTech 1

905 S. Blvd. E
Shelby Township, MI 48307
855.625.6831 (voice)
www.cloudtech1.com
Contact: Rick Beckers
rb@cloudtech1.com

Voice Services:

Conferencing
Dedicated Local/LD
Hosted PBX
Mobile
Prepaid voice/data services
Toll free
Unified communications
VoIP

Data/Network Services:

Access (dial-up, DSL, cable, T1)
Access (DSO-OCn)
BC/DR
Colocation/Data center
Desktop virtualization
Ethernet services
Hosted email
Hosted IT services
IaaS/PaaS
Integrated access
Managed network services
Private line, point to point
SaaS
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access

Support/Other Services:

Billing/OSS
Business applications
Business services
Consulting
Expense/Mobil management
Installation

CloudTC Inc.

555 Bryant St, Ste 337
Palo Alto, CA 94301
650.238.5203 (voice)
www.cloudtc.com
info@cloudtc.com
Support/Other Services:
Software Development

Coeo Solutions

1 Lincoln Center, Ste 100
Oakbrook Terrace, IL 60181
888.440.4402 (voice)
Contact: Ryan Lafler
sales@coeosolutions.com
Voice Services:

Conferencing
Dedicated Local/LD
Hosted PBX
SIP trunking
Toll free
Unified communications
VoIP

Data/Network Services:

Access (DSO-OCn)
BC/DR
Cloud services
Disaster recovery
Ethernet services
Integrated access
International access
Managed network services
MPLS VPN
Private line, point-to-point
Security/Firewall
Wireless data access

Cogent Communications

2450 N St NW
Washington, DC 20037
703.375.1272 (voice)
www.cogentco.com
info@cogentco.com
Data/Network Services:
Colocation/Data center
Ethernet services

International access
MPLS VPN
Private Line, point-to-point

ColbaNet

6465, Trans-Canada Highway
Montréal, QC
H4T 1S3 Canada
888.477.7189 (voice)
514.856.3500 (voice)
514.856.9506 (fax)
www.colba.net

Voice Services:

Hosted PBX
Mobile services
VoIP

Data/Network Services:

Access (dial-up, DSL, cable, T1)
Access (DSO-OCn)
Web hosting

Cologix

2300 15th St, Ste 300
Denver, CO 80202
855.497.2537 (voice)
720.940.2588 (fax)
www.cologix.com
Contact: Julia Kendall
julia.kendall@cologix.com

Data/Network Services:

Cloud services
Colocation/Data Center
Disaster recovery
Hosted IT services
Managed network services

Color Broadband Communications

10601 Calle Lee #179
Los Alamitos, CA 90720
866.678.8647 (voice)
562.983.7881 (fax)
www.colorbroadband.com
Data/Network Services:
Access (DSO-OCn)
Web hosting
Wireless data access



Colt Technology Services

101 Hudson St, Ste 2164
Jersey City, NJ 07302
312.465.2484 (voice)
www.colt.net

Contact: Susan Penevolpe
susa.penevolpe@colt.net
312.465.2484 (voice)
Voice Service:

Mobile Voice/Data Services
SIP Trunking

Data/Network Services:

Access (dial-up, DSL, cable, T1)
Cloud Services
Ethernet Services
International Access
Managed Network Services
Private Line, point-to-point
SaaS
Support/Other Services:
Mobile Backhaul
(See ad on page 15)

CMC Networks

46090 Lake Centre Plaza Ste. 207
Sterling, VA 20165
571.319.2846 (voice)
joseph.goodyer@cmcnetworks.net
www.cmcnetworks.com

Data/Network Services:

Access (dial-up, DSL, cable, T1)
Access (DSO-OCn)
Ethernet services
International access
MPLS VPN
Private line, point to point
Wireless data access

Comcast Business Services

1 Comcast Center
Philadelphia, PA 19103
215.286.1700 (voice)
877.502.6103 (voice)
www.business.comcast.com/partner
comcast_spp@cable.comcast.com

Voice Services:

Conferencing
Dedicated Local/LD
Hosted PBX
SIP Trunking
VoIP

Data/Network Services:

Access (DSO-OCn)

BC/DR

Cell Backhaul
Colocation/Data Center
Ethernet Services
Hosted Email
Managed Network Services
Private Line, point-to-point
Security/Firewall
Web Hosting
Support/Other Services:
Installation

Comm-Core

3820 S Dixie Hwy
Lima, OH 45806
877.645.5156 (voice)
888.780.1136 (fax)
www.comm-core.com
sales@comm-core.com
Contact: Todd Binkley
tbinkley@comm-core.com

Voice Services:

Hosted PBX
IP Faxing
SIP Trunking
Unified communications
VoIP

Data/Network Services:

Private Line, point-to-point
Support/Other Services:
Premises Systems/Gear

Commotrex Corp.

1100 Northmeadow Pkwy, Ste 116
Roswell, GA 30076
770.449.7775 (voice)
770.242.7353 (fax)
www.commotrex.com
Contact: John Sennott
marketing@commotrex.com
Products/Services Offered:
Fax over IP
OEM Development

Commission River

45 W Sego Lily, Ste 220
Sandy, UT 84070
www.commissionriver.com

Voice Services:

Calling cards
Conferencing
Dedicated Local/LD
Unified Communications
VoIP

Data/Network Services:

Access (dial-up, DSL, cable, T1)
Access (DSO-OCn)
Wireless Data Access
Support/Other Services:
Billing/OSS

CommPartners

8350 S. Durango Dr, Ste 200
Las Vegas, NV 89113
877.297.0926 (voice)
702.365.8647 (fax)
www.commpartners.us
info@commpartners.us
Voice Services:
Hosted PBX

CommSoft

96 Thompson Hill Road
Rensselaer, NY 12144
888.CommSoft (voice)
518.720.3713 (fax)
www.commsoft.net
Contact: Jodie Buchanan
jodie.buchanan@commsoft.net

Voice Services:

Unified Communications
Data/Network Services:
CRM

Support/Other Services:

Hosted IT Services
Managed Network Services
Billing/OSS

Communications Management Group

22342 Avenida Empresa, Ste 260
R.S.M., CA 92688
949.459.0311 (voice)
www.cmgroup.tv
garyk@cmgroup.tv

Voice Services:

Conferencing
Dedicated Local/LD
Hosted PBX
Mobile Voice/Data Services
SIP trunking
Toll free
Unified communications
VoIP

Data/Network Services:

Access (dial-up, DSL, cable, T1)

Access (DSO-OCn)
BC/DR
Colocation/Data Center
Dark Fiber
Desktop Virtualization
Ethernet Services
Hosted Email
IaaS/PaaS
Integrated Access
International Access
Managed IT Services
Managed Network Services
MPLS VPN
Private Line, point-to-point
SaaS
Security/Firewall
Storage
Virtual Servers
WAN Optimization
Web Hosting
Wireless Data Access

Support/Other Services:

Business Applications
Consulting
Energy Services
Expense/Mobile Management

Community Green Energy

877.265.2799 (voice)
262.248.0927 (voice)
262.248.9005 (fax)
www.communitygreenenergy.com
info@communitygreenenergy.com
Contact: Fritz Kreiss
fritz@communitygreenenergy.com
Support/Other Services:
Energy Services

Compath Communications

1127 Pennsylvania St. Suite 200
Denver, CO 80203
303.327.8470 (voice)
303.327.8475 (fax)
www.compathcom.com
sales@compathcom.com

Data/Network Services:

Access (DSO-OCn)
Ethernet services
Web hosting
Support/Other Services:
Installation

Compliance Solutions, Inc.

242 Rangeline Rd
Longwood, FL 32750
407.260.1011 (voice)
407.260.1033 (fax)
www.csilongwood.com
mark@csilongwood.com
Support/Other Services:
Legal/Regulatory/Compliance

CompTIA

3500 Lacey Rd, Ste 100
Downers Grove, IL 60515
866.835.8020 (voice)
630.678.8300 (voice)
630.678.8384 (fax)
www.comptia.org
members@comptia.org

Support/Other Services:

Non-Profit Trade Association

ComputeNext

8201 164th Ave NE, Ste 200
Redmond, WA 98052
425.738.0730 (Voice)
www.computenext.com
info@computenext.com
Data/Network Services:
Cloud Marketplace
Cloud Services

Conferencing Advisors Inc.

34175 Camino Capistrano, Ste 103
Capistrano Beach, CA 92624
877.242.5484 (voice)
925.968.1715 (voice)
www.conferencingadvisors.com
sales@conferencingadvisors.com

Data/Network Services:

Cloud Services
MPLS VPN
SaaS
SD-WAN
WAN Optimization
Support/Other Services:
Premises Systems/Gear

ConnectMe

198 Rte 9, Ste 105
Manalapan, NJ 07726
800.743.1208 x 3 (voice)
732.490.9007 x 103 (voice)

732.972.5164 (fax)

www.connectmevoice.com
Contact: Scott Silver
scott@connectmevoice.com
Voice Services:
Contact/Call Center
Dedicated Local/LD
Hosted PBX
SIP Trunking
VoIP
Support/Other Services:
Premises Systems/Gear

ConnectWise

4110 George Rd, Ste 200
Tampa, FL 33634
800.671.6898 (voice)
813.463.4700 (voice)
813.463.4701 (fax)
www.connectwise.com
info@connectwise.com

Data/Network Services:

CRM
Integrated Access
Support/Other Services:
Automation Software
Billing/OSS
Business Applications
Business Services
Marketplace

Consolidated Communications

121 S 17th St
Mattou, IL 61938
888.547.3558 (voice)
www.consolidated.com

Voice Services:

Conferencing
Dedicated local/LD
SIP Trunking
Unified Communications
VoIP

Data/Network Services:

Access (dial-up, DSL, cable, T1)
Access (DSO-OCn)
BC/DR
Cloud Services
Colocation/Data Center
Dark Fiber
Fax Services
Ethernet Services
Hosted Infrastructure/Platforms
Hosted IT Services
Integrated Access
Managed Network Services
MPLS VPN
Private Line, point-to-point
Security/Firewall
Web Hosting
Wireless Data Access

Consolidated Technologies

555 8th Ave, 15th Fl
New York, NY 10018
212.300.1200 (voice)
212.300.1201 (fax)
www.consoltech.com
sales@consoltech.com

Voice Services:

Conferencing
Contact/Call Center
Hosted PBX
Premises systems/gear
SIP Trunking
Unified Communications
VoIP

Data/Network Services:

Cloud Services
Colocation/Data Center
Hosted Infrastructure/Platforms
Managed Network Services
Security/Firewall

Contact Telecom, LLC

59 Sheffield Rd
Manchester, NH 03103
603.647.7170 x 1263 (voice)
www.contacttelecom.com
infobda2013@contacttelecom.com
Services Offered:
Billing/OSS
Data Storage/Analysis

Conterra Broadband Services

2101 Rexford Rd, Ste 200E
Charlotte, NC 28211
877.365.6701 (voice)
www.conterra.com
Contact: Kevin Groth
kgroth@conterra.com
Voice Services:
VoIP

Data/Network Services:

Access (dial-up, DSL, cable, T1)
Dark Fiber

Fusion's Power Circle

Get 2x the points for Q4!*



There's still time to win **BIG** and enjoy the Best of the West!

Experience **BIG** sky, **BIG** adventure, **BIG** hospitality and enjoy the trip of a lifetime. Flathead Lake Lodge offers the ultimate vacation with limitless adventure and is located only 35 miles from Glacier National Park and the famous 'Going to the Sun Highway'. Enjoy a rustic ranch atmosphere, endless recreational activities, and unmatched hospitality...Montana style.

Eligibility Dates: January 1, 2017 – December 31, 2017

Event Dates: May 29, 2018 - June 3, 2018

Who is eligible: All Fusion Partners

How to Win: Be one of the Top agents to sell a minimum of \$50,000 in new contracted MRR during 2017.

Special Q4 Promotion: Receive 2x points* toward Power Circle Trip for all sales in Q4. (i.e., selling 25K would be counted as 50K towards the reward trip! Additionally, all Power Circle winners from last year are automatically given a 5K credit towards this year's trip.)

Terms and Conditions: The first ten (10) agents who sell a minimum of \$50,000 in new contracted MRR (during the Incentive Period) will be selected as winners. All Fusion products and services will count towards determining new contracted MRR, no exclusions apply. For customer's MRR to count, that customer must still be in service as of December 31, 2017. All qualifying revenue must be sold at list price and have a minimum term of 36 months. *Double points awarded for all sales made in Q4. Double points count toward 2017 Power Circle trip only and are not subject to additional commissions. Sales to wholesale partners and deals sold with special pricing (ICB) will be reviewed on a case-by-case basis for eligibility and qualification valuation. Fusion reserves the right to cancel, amend or revoke this award program at any time and for any reason. Please visit www.fusionconnect.com/powercircle for full terms and conditions.

www.flatheadlakelodge.com



fusionconnect.com

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fusion

Ethernet Services
Managed Network Services
Microwave
WAN Optimization

Contingent Network Services

4400 Port Union Rd
West Chester, OH 45011
800.506.9609 (voice)
513.860.9609 (voice)
513.860.2105 (fax)
www.contingent.com
Support/Other Services:
Consulting
Installation
Legal/Regulatory/Compliance

Convey Services

28 Sloan St
Roswell, GA 30075
888.975.1382 (voice)
www.conveyservices.com
Contact: Carolyn Bradfield
Data/Network Services:
SaaS
Support/Other Services:
Business applications
Business services

Converged Network Services Group

11016 Rushmore Dr, Ste 180
Charlotte, NC 28277
866.738.1662 (voice)
704.584.0463 (fax)
www.cnsg.com
Voice Services:
Conferencing
Hosted PBX
SIP Trunking
Unified Communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center
Ethernet Services
Hosted Infrastructure/Platforms
Managed Network Services
MPLS VPN
Private Line, point-to-point

CoreDial LLC

Hillcrest 1
751 Arbor Way, Ste 150
Blue Bell, PA 19422
215.297.4400 (voice)
212.297.4401 (fax)
www.coredial.com
info@coredial.com
Voice Services:
API Integration
Hosted PBX
SIP Trunking
Unified Communications
Voice to Text
VoIP

Coretel Communications

209 West St
Annapolis, MD 21401
866.744.3652 (voice)
www.coretel.net
sales@coretel.net
Voice Services:
IP Telephony
SIP Trunking
VoIP
Support/Other Services:
Managed Modems

Corporate Telecom Solutions

PO Box 855
Spring House, PA 19477
215.793.4880 (voice)
215.793.4881 (fax)
www.corporatetel.com
marketing@corporatetel.com
Support/Other Services:
Directory Assistance
Wireless Services

CORPUS

9901 E Valley Ranch Pkwy, Ste 2075
Irving, TX 75063
201.378.0413 (voice)
www.corpus.com
corpus-sales@corpus.com
Data/Network Services:
Big Data
Cloud Services
Integrated Access
Support/Other Services:
Analytics

Cox Business

Atlanta, GA 30319
866.456.9944 (voice)
www.cox.com/business
Voice Services:
Business Phone
Hosted PBX/Operator Services
SIP Trunking
VoIP
Data/Network Services:
Access (DS0 - OCn)
Colocation/Data Center
Dark Fiber
Ethernet Services
Hosted Email
Managed Network Services
MPLS VPN
Private Line, point-to-point
Web Hosting

CPI Communications

6949 Vista Dr
West Des Moines, IA 50266
888.611.4221 (voice)
515.331.7560 (voice)
515.331.7563 (fax)
www.cpitelecom.net
info@cpitelecom.net
Voice Services:
Calling cards
Conferencing
Dedicated Local/LD
Unified Communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Cloud Services
Colocation/Data Center
Dark Fiber
Ethernet Services
Hosted Email
Managed Network Services
SD-WAN
Support/Other Services:
Consulting
Premises Systems/Gear

CRA Telecom

15 Main St
Holyoke, MA 01040
413.505.5203 (voice)
www.cratelecom.com
Contact: Laura Bernstein
laura@cratelecom.com
Services Offered:
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Billing Resolution
MACD
Project management
Repair

CRE8 Group

4708 W. Knights Ave.
Tampa, FL 33611
813.649.8504 (voice)
813.600.5919 (fax)
www.cre8groupinc.com
Contact: Suzanne Urash
suzanne@cre8groupinc.com
Support/Other Services:
Digital Media
PR/Marketing

Creative Carrier Solutions, LLC

100 W MacArthur St
Sun Prairie, WI 53590
608.318.0737 (voice)
www.creativecarriersolutions.com
Contact: Kathy Ewings
info@creativecarriersolutions.com
Voice Services:
Conferencing
Dedicated Local/LD
Hosted PBX
SIP trunking
Toll free
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/data center
Desktop virtualization
Ethernet services
Hosted email
Hosted IT services
IaaS/PaaS
Integrated access
International access
Managed network services
MPLS VPN
Private line, point to point
SaaS
Security/Firewall

Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Business applications
Business services
Consulting
Installation
Premises systems/gear

CreativeWorks Systems

1941 46th St
Astoria, NY 11105
800.481.0031 (voice)
619.330.3500 (fax)
www.creative-works.us
Support/Other Services:
Graphic Design
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Mobile Development
Software Development
Web Design

Crexendo Inc.

1615 S 52nd St
Tempe AZ 85281
602.714.8500 (voice)
www.crexendo.com
Contact: Cassandra Anderson
partners@crexendo.com
Voice Services:
Conferencing
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VoIP
Data/Network Services:
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Critical Links

103 Carnegie Center, Ste 300
Princeton, NJ 08450
973.276.9006 (voice)
973.276.9007 (fax)
www.edgebox.com
sales@critical-links.com
Support/Other Services:
Premises Systems/Gear

Cross River Fiber

461 Headquarter Plaza
North Tower, 2nd Fl.
Morristown, NJ 07960
908.277.0105 (voice)
925.380.5966 (fax)
www.crossriverfiber.com
info@crossriverfiber.com
Contact: Vincenzo Clemente
Data/Network Services:
Dark fiber
Ethernet services
Wireless data access

CSC Leasing Company

6806 Paragon Place, Ste 170
Richmond, VA 23220
804.673.1000 (voice)
804.673.7501 (fax)
www.csleasing.com
info@csleasing.com
Contact: Joe Thatcher
jt@csleasing.com
Support/Other Services:
Business Services



CSF Corp.
285 Davidson Ave, Ste 103
Somerset, NJ 08873
732.302.0222 x 6608 (voice)
732.356.6999 (voice)
www.csfcorp.com
Contact: Frank Lauria
frank.lauria@csfcorp.com
Voice Services:
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Toll Free Number Management/
Provisioning
Data/Network Services:
Least Cost Routing (LCR)
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SaaS/PaaS
Support/Other Services:
Billing/OSS
(See ad on page 62)

CTI Group, Inc.

333 N Alabama St, Ste 240
Indianapolis, IN 46204
877.284.5669 (voice)
317.262.4666 (voice)
317.262.4849 (fax)
www.ctigroup.com
info@ctigroup.com
sveazie@ctigroup.com
Support/Other Services:
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Billing/OSS
Call Accounting/Logging

CTIA - The Wireless Assn.

1400 16th St NW, Ste 600
Washington, DC 20036
202.785.0081 (voice)
202.785.0721 (fax)
www.ctia.org
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Non-profit Trade Association

CVx (ChannelVision Expo)

14700 N Frank Lloyd Wright
Blvd #157
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480.503.0770 (voice)
480.503.0990 (fax)
www.cvexpo.com
Contact: Berge Kaprelian
berge@bekabusbusinessmedia.com
Support/Other Services:
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CustomCall Data Systems

1009 S Whitney Way
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608.274.3009 (voice)
608.274.8583 (fax)
www.customcall.com
marketing@customcall.com
Support/Other Services:
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Cybera, Inc.

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Franklin, TN 37067
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866.429.2372 (fax)
www.cybera.net
partners@cybera.net
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WAN Optimization
Wireless data access

D

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717.236.8001 (voice)
717.255.7822 (fax)
www.dandh.com
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903.619.0298 (fax)
www.darttel.com
sales@darttel.com
Contact: Dennis Rand
drand@darttel.com
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3450 West Burnsville Pkwy
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952.895.3369 (fax)
www.datasales.com
Contact: Nick Breckner
nbreckner@datasales.com
952.895.3353 (voice)
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IT Equipment Leasing
Reburishment



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706.698.3283 (fax)
www.cabspros.com
info@cabspros.com
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Business Services
Consulting
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Winston-Salem, NC 27106
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336.777.9547 (fax)
www.datamax.com
info@datamax.com
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678.348.5233 (voice)
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Contact: Moe Ilyas
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877.732.8286 (voice)
www.datavo.com
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MPLS
Private Line, point-to-point

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Oklahoma City, OK 73107
877.322.2455 (voice)
www.dcaonesource.com
info@dcaonesource.com
Contact: Kevin King
kking@dcaonesource.com
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Support/Other Services:
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216 E. Main Street
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jcondenzio@dcivoice.com
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 Dulles, VA 20166
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 800.341.9722 (voice)
 www.demarcextension.com
 contact@concerctech.com
Support/Other Services:
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Dial World Network
 11767 S. Dixie Hwy, Ste 303
 Miami, FL 33156
 888.625.3625 (voice)
 305.574.7881 (fax)
 www.dialworldnetwork.com
 sales@dialworldnetwork.com
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Digium
 445 Jan Davis Dr
 Huntsville, AL 35806
 256.428.6000 (voice)
 256.864.0464 (fax)
 www.digium.com
Services:
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Digital Realty
 4 Embarcadero Center, Ste 3200
 San Francisco, CA 94111
 877.378.3282 (voice)
 415.738.6500 (voice)
 www.digitalrealty.com
 sales@digitalrealty.com
Data/Network Services:
 BC/DR
 Cloud Services
 Colocation/Data Center
 Content Delivery Network

DIPVTELL, LLC.
 13575 58th North
 Clearwater, FL 33760
 844.347.8835 (voice)
 www.dipvtel.com
Contact: David Siegel
 davids@depvtel.com
Voice Services:
 Toll free

Direct Access Systems
 1309 S Myrtle Ave
 Monrovia, CA 91016
 877.526.2125 (voice)
 www.directaccessinc.com
 sales@directaccessinc.com
Voice Services:
 Conferencing
 Unified communications
Support/Other Services:
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Direct Energy Business
 1001 Liberty Ave, Ste 1200
 Pittsburgh, PA 15222
 800.830.5923 (voice)
 412.667.5641 (voice)
 www.directenergybusiness.com
 businessinfo@directenergy.com
Support/Other Services:
 Energy Services

Nuance Communications, Inc.
 1 Wayside Rd
 Burlington, MA 01803
 781.565.5000 (voice)
 781.565.5001 (fax)
 www.nuance.com
 www.ditechnetworks.com
 vagrawal@ditechnetworks.com
Voice Services:
 Unified communications

Dollar Phone Corp.
 34 Franklin Ave, Ste 220
 Brooklyn, NY 11205
 718.889.1100 (voice)
 718.889.1229 (fax)
 www.dollarphone.com
 info@dollarphone.com
 elisha@dollarphone.com
Voice Services:
 Dedicated Local/LD
Data/Network Services:
 Access (DS0-OCn)
 Content Delivery Network

Support/Other Services:
 Location-based Services
 Mobile Voice/Data Services
 Prepaid Voice/Data services

dPi Teleconnect
 1330 Capital Pkwy.
 Carrollton, TX 75006
 972.488.5500
 www.dpiteleconnect.com
Services:
 Prepaid

DSCI
 303 Wyman St, Ste 350
 Waltham, MA 02451
 866.438.3724 (voice)
 781.862.8300 (voice)
 781.862.4545 (fax)
 www.dsccorp.com
Contact: James Maloney
 partners@dsccorp.com
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 Access (DS0 - OCn)
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 Hosted IT Services
 Integrated Access
 International Access
 Managed Network Services
 MPLS VPN
 Security/Firewall

Dynalink Communications
 11 Broadway, Ste 200
 New York, NY 10004
 877.396.2546 (voice)
 www.dynalink.com
 sales@dynalinktel.com
Contact: Ari Birnbaum
 ari@dynalinktel.com
Voice Services:
 Conferencing
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 Prepaid Voice/Data Services
 POTS
 SIP Trunking
 Toll Free
 Unified Communications
 VoIP

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 Access (DS0-OCn)
 Colocation/Data Center
 Ethernet Services
 Integrated Access
 International Access
 Managed Network Services
 MPLS VPN
 Private Line, point-to-point
 Security/Firewall
 Storage
 Virtual Servers
 WAN Optimization
 Web Hosting
 Wireless Data Access
Support/Other Services:
 Consulting
 Installation
 Premises Systems/Gear

EarthLink Business
 1170 Peachtree St NE
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 888.850.1416 (voice)
 877.610.5775 (voice)
 www.earthlinkbusiness.com
 channelprogram@earthlinkbusiness.com
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 Dark Fiber
 Ethernet Services

Hosted Email
 Managed Network Services
 MPLS VPN
 Private Line, point-to-point
 Security/Firewall
 Web Hosting
 Wireless Data Access
Support/Other Services:
 Business Applications



Easton Telecom Services, LLC
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 Richfield, OH 44286
 800.222.8122 (voice)
Contact: Jim Butler
 distributorinfo@eastontelecom.com
 www.etel.com
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 Mobile Services
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 SIP Trunking
 Toll Free
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 Access (DS0 - OCn)
 Cloud services
 Colocation/Data Center
 Ethernet Services
 Integrated Access
 International Access
 IoT
 Managed IT Services
 Managed Network Services
 MPLS VPN
 Private Line, point-to-point
 SD-WAN
 WAN Optimization
 Wireless Data Access
(See ad on page 21)

ECG (Enhanced Communications Group)
 312 SE Delaware
 Bartlesville, OK 74006
 888.869.1141 (voice)
 888.767.5599 (fax)
 www.ecg1.com
Contact: Brian Baker
 bbaker@ecg1.com
Voice Services:
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 Web Hosting
 Wireless Data Access

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 13755 1st Ave N, Ste 100
 Plymouth, MN 55441
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 763.694.9949 x 1 (voice)
 www.ecessa.com
 sales@ecessa.com
Data/Network Services:
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 MPLS VPN
 QoS
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 WAN optimization

ECl Telecom
 5100 NW 33rd Ave, Ste 150
 Fort Lauderdale, FL 33309
 954.772.3070 (voice)
 954.351.4404 (fax)
 www.ecitele.com
Contact: Frank Colletta
 frank.colletta@ecitele.com
Data/Network Services:
 Hosted Infrastructure/Platforms
 Managed Network Services
 SDN
 Security/Firewall

Edgewater Networks
 5225 Hellyer Ave, Ste 100
 San Jose, CA 95138
 844.405.3550 (voice)

408.351.7200 (voice)
 408.727.6430 (fax)
 www.edgewaternetworks.com
 sales@edgewaternetworks.com
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 SIP Trunking
 VoIP
Data/Network Services:
 Managed Network Services
 QoS
 Security/Firewall

Edison Carrier Solutions
 2 Innovation Way, 1st Fl
 Pomona, CA 91768
 800.634.7999 (voice)
 www.edisonconnect.com
 carriers@sce.com
Data/Network Services:
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 Dark Fiber
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 Mobile Backhaul
 Private Line, point-to-point
 Wireless Infrastructure

Ekinops
 724.720.9310 (voice)
 www.ekinops.net
 darestan@ekinops.net
Support/Other Services:
 Premise Systems/Gear

Electronic Environments Corporation
 410 Forest St
 Marlborough, MA 01752
 508.229.1400 (voice)
 508.303.0579 (fax)
 www.eecnet.com
 info@eecnet.com
Contact: John Thornell
 jthornell@eecnet.com
Data/Network Services:
 Colocation/Data Center
Support/Other Services:
 Consulting
 Energy Services
 Installation
 Premises Systems/Gear

EPS (Electronic Payment Systems)
 6472 S Quebec St
 Englewood, CO 80111
 844.691.3205 (voice)
 www.eps-na.com
 sales@eps-na.com
Support/Other Services:
 Billing/OSS
 Business Services

Elfiq Networks
 1155 Robert-Bourassa, Ste 712
 Montreal, QC H3B 3A7
 Canada
 888.463.5347 (voice)
 514.667.0611 (voice)
 www.elfiq.com
 sales@elfiq.com
Data/Network Services:
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 MPLS VPN
 SD-WAN
 WAN Optimization
Support/Other Services:
 Premises Systems/Gear

Empirix Inc.
 600 Technology Park Dr,
 Ste 100
 Billerica, MA 01821
 978.313.7047 (voice)
 www.empirix.com
 sales@empirix.com
Support/Other Services:
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 Testing/Certification

ENCOM Wireless Data Solutions
 3750 Arapahoe Rd
 Addison, TX 75001
 800.617.3487 (voice)
 972.885.5170 (voice)
 www.encomwireless.com
 sales@encomwireless.com
Data/Network Services:
 Access (DS0-OCn)
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Encompass Communications, LLC
 119 W Tyler St, Ste 286
 Longview, TX 75601
 800.285.4162 (voice)

903.323.4565 (fax)
 www.encompasscommunications.com
 esales@ecllc.com
Voice Services:
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 Dedicated Local/LD
 Mobile Voice/Data Services
 Prepaid Voice/Data Services
Support/Other Services:
 Mobile Marketing
 Location-based Services

EndStream Communications
 401 E 34th St, Ste #N27J
 New York, NY 10016
 212.796.5502 (voice)
 917.368.6923 (fax)
 www.endstream.com
 mbarnett@endstream.com
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 Ste 101
 Malibu, CA 90265
 310.456.2200 x 365 (voice)
 310.456.2213 (fax)
 www.energentonline.com
 agentapply@energentonline.com
Support/Other Services:
 Energy Services

EnergyWatch Inc.
 1261 Broadway, Ste 510
 New York, NY 10001
 212.616.5100 (voice)
 212.616.5101 (fax)
 www.energywatch-inc.com
Contact: Peter Murray
 peter@energywatch-inc.com
Support/Other Services:
 Energy Services

Enghouse Interactive
 2095 W Pinnacle Peak Rd, Ste 110
 Phoenix, AZ 85027
 602.789.2800 (voice)
 602.789.2768 (fax)
 www.enghouseinteractive.com
 khoy@enghouse.com
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Engwest
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 Fairfield, NJ 07004
 844.367.9378 (voice)
 201.625.1133 (voice)
 www.engwest.com
Contact: Michael Koch
 sales@engwest.com
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Contact: Bo Wheeler
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www.epiknetworks.com
care@epiknetworks.com

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800.322.9280 (voice)
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info@equinix.com

Contact: Randy Clark
rclark@equinix.com
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615.612.1203 (fax)
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dwest@equinoxis.com

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Contact: Tina Altamura
ericsson.enable.business@
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Support/Other Services:
Mobility
Premises Systems/Gear

eSalesTrack
7400 W 132nd St, Ste 140
Overland Park, KS 66213
866.765.4276 (voice)
913.647.5900 (voice)
www.esalestrack.com
partners@esalestrack.com

Support/Other Services:
Consulting
CRM
Data Migration
System Integration
Testing/Certification
ESI (Estech Systems, Inc.)
3701 E. Plano Pkwy.
Plano, TX 75074
855.213.4374 (voice)
972.422.9700 (voice)
972.422.9705 (fax)
www.esi-estech.com

Voice Services:
Conferencing
Contact/Call Center
Dedicated Local/LD
Hosted PBX
SIP Trunking
VoIP
Data/Network Services:
Cloud Services
Support/Other Services:
Mobility
Premises Systems/Gear

Etech Global Services
1902 Berry Dr.
Nacogdoches TX 75964
936.559.2200 (voice)
Contact: Jim Iyob
jimiyob@etechgs.com
www.enterice.com

Voice Services:
Contact/Call Center
SaaS
Support/Other Services:
Business services

ETI Software Solutions
6065 Atlantic Blvd
Norcross, GA 30071
770.242.3620 (voice)
www.etisoftware.com
Contact: Mary Beth Henderson
media@etisoftware.com
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)

Support/Other Services:
Billing/OSS

Everstream
1228 Euclid Ave, Ste 250
Cleveland, OH 44115
844.387.7876 (voice)
517.664.1900 (voice)
517.324.8900 (fax)
www.everstream.net
Data/Network Services:
BC/DR
Cloud Services
Colocation/Data center
Dark Fiber
Ethernet Services
Hosted Infrastructure/Platforms

Evolve IP
989 Old Eagle School Rd, Ste 815
Wayne, PA 19087
610.230.0422 (voice)
610.964.8009 (fax)
www.evolveip.net
info@evolveip.net

Voice Services:
Contact/Call Center
Hosted PBX
Unified Communications
VoIP
Data/Network Services:
Access (DS0 - OCn)
BC/DR
Cloud Services
Hosted Email
Hosted Infrastructure/Platforms
Hosted IT Services
Managed Network Services
Security/Firewall
Virtual Desktop
Virtual Servers
Support/Other Services:
Legal/Regulatory/Compliance



ExteNet Systems, Inc.
3030 Warrenville Road, Lisle, IL 60532
2630.505.3800 (voice)
630.577.1332 (fax)
Contact: Tony Eigen
teigen@extenetsystems.com
www.extenetsystems.com

Services Offered:
Networking infrastructure options that deliver enhanced wireless and broadband connectivity solutions (See ad page 7)



FatPipe Networks
4455 South 700 East
Salt Lake City, UT 84107
801.910.3449 (voice)
801.281.0317 (fax)
www.fatpipeinc.com
Contact: Matt Gwyther
mattg@fatpipe.com
Data/Network Services:
BC/DR
MPLS VPN
WAN Optimization
(See ad on page 63)

Fast Fibr
21242 SW 125th Path
Miami, FL 33177
786.220.1372 (voice)
www.fastfibr.com
Contact: Edgar Caballero
ecaballero@fastfibr.com
Data/Network Services:
Ethernet Services
WAN Optimization
Support/Other Services:
Expense/Mobile Management
Premises systems/gear

FaxJack
PO Box 4463
Breckenridge, CO 80424
844.329.5225 (voice)
970.329.5101 (fax)
www.faxjack.com
info@faxjack.com
Service Offered:
Fax over IP

FiberLight, LLC
11700 Great Oaks Way, Ste 100
Alpharetta, GA 30022
800.672.0181 (voice)
678.366.0027 (voice)
678.366.0411 (fax)
www.fiberlight.com
Contact: Pat Mahoney
pat.mahoney@fiberlight.com
Data/Network Services:
Access (DS0-OCn)
Dark Fiber
Ethernet Services
Wavelength Service

Financia Funding
639 Loyola Ave, Ste 2565
New Orleans, LA 70113
866.417.9210 (voice)
504-620-3100 (voice)
504-620-3103 (fax)
www.financiafunding.com
Support/Other Services:
Financing

FindWhere
Haaksbergweg 69
1101BR Amsterdam,
Netherlands
31.0.88.165.1800 (voice)
www.findwhere.com
info@findwhere.com
Support/Other Services:
Location-based Services
Risk Management

Finger Lakes Technologies Group
7890 Lehigh Crossing
Victor, New York 14564
800.653.6124 (voice)
585.433.6516 (voice)
585.924.2619 (fax)
www.ftg.com

Contact: Jessica Nava
jessican@ftg.com
Voice Services:
Conferencing
Dedicated Local/LD
Hosted PBX
Prepaid Voice/Data Services
SIP Trunking
SIP Free
Unified Communications
VoIP

Data/Network Services:
Access (dial-up, DSL, cable, T1)
BC/DR
Colocation/Data Center
Cloud Services
Dark Fiber
Desktop Virtualization
Hosted Email
Hosted Infrastructure/Platforms
Hosted IT Services
Integrated Access
International Access
Managed Network Services
MPLS VPN
Private Line, point-to-point
Security/Firewall
Storage
Virtual Servers
WAN Optimization
Web Hosting
Wireless Data Access
Support/Other Services:
Consulting
Expense/Mobile Management
Installation
Premises Systems/Gear

First Choice
903 Lake Lily Dr, #A125
Maitland, FL 32751
888.598.0672 (voice)
407.629.5320 (fax)
www.firstchoicetele.com
sales@firstchoicetele.com
Voice Services:
Conferencing
SIP Trunking
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Ethernet Services
MPLS VPN
Support/Other Services:
Premises Systems/Gear

First Communications
3340 West Market St
Akron, OH 44333
866.339.0945 (voice)
www.firstcomm.com
rpatterson@firstcomm.com

Voice Services:
Conferencing
Dedicated Local/LD
Hosted PBX
SIP Trunking
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Cloud Services
Colocation/Data Center
Ethernet Services
Managed Network Services
MPLS VPN
Security/Firewall

FirstLight
41 State St, Floor 10
Albany, NY 12207
800.461.4853 (voice)
518.598.0935 (fax)
www.firstlight.net
Contact: Mark Ayotte
mayotte@firstlight.net

Voice Services:
Dedicated Local/LD
Hosted PBX
SIP Trunking
VoIP
Data/Network Services:
Access (DS0 - OCn)
BC/DR
Cloud Services
Colocation/Data Center
Dark Fiber
Desktop Virtualization
Ethernet Services
IaaS/PaaS
Private Line, point-to-point
Security/Firewall
Support/Other Services:
Billing/OSS
Business Applications
Consulting

FISPA.org
PO Box 2270
Matthews, NC 28106
704.844.2540 (voice)
704.844.2728 (fax)
www.fispa.org
communications@fispa.org
Support/Other Services:
Trade Association

Fleetmatics
1100 Winter St, Ste 4600
Waltham, MA 02451
866.844.2235 (voice)
877.376.6622 (voice)
844.690.5100 (voice)
www.fleetmatics.com
Support/Other Services:
Billing/OSS
Consulting
Location-based Services
Mobility

Fonality
6900 Dallas Pkwy, Ste 250
Plano, TX 75024
877.366.2548 (voice)
www.fonality.com
resellers@fonality.com
Voice Services:
Conferencing
Hosted PBX
Unified Communications
VoIP
Data/Network Services:
Cloud Services
Colocation/Data Center
Support/Other Services:
Premises Systems/Gear



Fontel, Inc.
804 E St
Aurora, NE 68818
800.238.0787 (voice)
402.694.6955 (fax)
www.fontel.com
Contact: Sam Romagnano
sales@fontel.com
Voice Services:
Conferencing
Contact/Call Center
Unified Communications
VoIP
Support/Other Services:
Premises Systems/Gear
(See ads on pages 59 & 64)

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multi-location support.**

**Next Generation
Solutions.**

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Management.**

**Financial
Stability.**

**Move your POTS lines to Granite, save money and transform your
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Fortress ITX
333 Meadowlands Pkwy, Ste 405
Secaucus, NJ 07094
201.579.2086 (voice)
212.951.0701 (voice)
888.734.9320 (voice)
www.fortressitx.com
sales@fortressitx.com

Voice Services:
VoIP
Data/Network Services:
BC/DR
Cloud Services
Desktop Virtualization
Hosted Infrastructure/Platforms
Hosted IT Services
Managed Network Services
Security/Firewall
Virtual Servers
Support/Other Services:
Consulting

Fortrust Data Centers
4300 Brighton Blvd
Denver, CO 80216
866.421.2068 (voice)
720.264.2000 (voice)
720.264.2020 (fax)
www.fortrustdatacenters.com
sales@fortrustllc.com
Data/Network Services:
Colocation/Data Center
Hosted Infrastructure/Platforms

FPL FiberNet
9250 W Flagler St
Miami, FL 33174
866.787.2637 (voice)
469.513.5231 (voice)
www.fplfiber.com
Data/Network Services:
Access (DS0-OCn)
Cloud Services
Colocation/Data Center
Dark Fiber
Ethernet services
Managed Network Services
Mobile Backhaul
Security/Firewall
Wireless Data Access

Fractal, LLC
122 4th Ave, Ste 201
Indialantic, FL 32903
321.499.1000 (voice)
www.fractal.com
Contact: Jessica Jones
info@fractal.com
Voice Services:
Conferencing
Contact/Call Center
Dedicated Local/LD
Hosted PBX
Mobile Voice/Data Services
Origination/Termination
Prepaid Voice/Data Services
SIP Trunking
Toll Free
Unified Communications
VoIP


FreedomVOICE Systems
169 Saxony Rd, Ste 206
Encinitas, CA 92024
888.262.1771 (voice)
800.477.1477 x 1 (voice)
www.freedomvoice.com
sales@freedomvoice.com
partners@freedomvoice.com
Voice Services:
Dedicated Local/LD
Hosted PBX
Toll Free
Unified Communications
VoIP

Data/Network Services:
Cloud Services
Support/Other Services:
Premises Systems/Gear

Friendly Technologies
94-01 68th Ave
Forest Hills, NY 11375
866.447.8640 (voice)
www.friendly-tech.com
Contact: Liel Anisenko
info@friendly-tech.com
Voice Services:
Unified communications
Data/Network Services:
Managed network services
SaaS
WAN optimization

Frontier Communications
401 Merritt 7
Norwalk, CT 06851
866.573.9972 (voice)
www.frontier.com
Voice Services:
Conferencing
Operator Services
SIP Trunking
VoIP
Data/Network Services:
Access (DS0-OCn)
Colocation/Data Center
Ethernet Services

Fujitsu Network Communications, Inc.
2801 Telecom Pkwy
Richardson, TX 75082-3515
972.690.6000 (voice)
972.479.6990 (fax)
www.fujitsu.com
michael.rapp@us.fujitsu.com
Data/Network Services:
Hosted Infrastructure/Platforms
Managed Network Services
Storage
Virtual Servers
Support/Other Services:
Business Applications
Business Services
Premises Systems/Gear



Fusion
420 Lexington Ave, Ste 1718
New York, NY 10170
888.301.1721 (voice)
212.201.2400 (voice)
212.972.7884 (fax)
www.fusionconnect.com
www.fusionconnect.com/partners
Contact: Stacy Conrad
sconrad@fusionconnect.com
Voice Services:
Conferencing
Dedicated Local/LD
Hosted PBX
SIP Trunking
Unified Communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
BC/DR
Cloud Services
Colocation/Data Center
Hosted Email
Fax Services
Hosted Infrastructure/Platforms
Integrated Access
Managed Network Services
MPLS VPN
Private Line, point-to-point
SD-WAN
Security/Firewall
Storage
Virtual Servers
WAN Optimization
Web Hosting
Support/Other Services:
Consulting
Premises Systems/Gear
(See ad on page 17)

Fusion Factor Corp.
2173 Salk Ave, Ste 250
Carlsbad, CA 92008
760.940.4200 (voice)
www.fusionfactor.com
info@fusionfactor.com
Voice Services:
VoIP
Data/Network Services:
BC/DR
Cloud Services
Desktop Virtualization
Hosted Email
Managed IT Services
Security/Firewall
Support/Other Services:
Consulting
Installation
Premises Systems/Gear
Web Design

FutureDial, Inc.
392 Potrero Ave
Sunnyvale, CA 94085
408.245.8880 (voice)
www.futuredial.com
Support/Other Services:

Wireless retailer and warehouse software solutions (mobile device processing)

G3 Telecom
616 Corporate Way
Valley Cottage, NY 10989
888.315.3050 (voice)
866.935.9218 (voice)
877.824.7019 (fax)
www.g3telecom.com
Contact: Rob Nicholson
robn@g3pbx.com
Voice Services:
Dedicated Local/LD
Hosted PBX
Mobile Voice/Data Services
SIP Trunking
VoIP

G-Tek Communications
4111 FM 2986
Portland, TX 78374
361.777.1400 (voice)
361.777.1405 (fax)
www.gtek.biz
sales@gtek.biz
Voice Services:
VoIP
Data/Network Services:
Access (dial up, DSL, cable, T1)
Access (DS0-OCn)
Support/Other Services:
Premises Systems/Gear

Geek Squad
7601 Penn Ave S
Richfield, MN 55423
612.801.9661 (voice)
www.geeksquad.com
al.afflito@geeksquad.com

Genband
3605 E Plano Pkwy
Plano, TX 75074
866.GENBAND (voice)
972.521.5800 (voice)
972.521.5801 (fax)
www.genband.com
contactgb@genband.com
Voice Services:
Conferencing
SIP Trunking
Unified Communications
VoIP
Data/Network Services:
Cloud Services
Managed Network Services
Wireless Data Access
Support/Other Services:
Billing/OSS
Switching

Genesis10
950 3rd Ave, 26th Fl
New York, NY 10022
800.261.1776 (voice)
212.688.5522 (voice)
212.421.6292 (fax)
www.genesis10.com
clientinfo@genesis10.com
Contact: Katlin Pototchnik
kpototchnik@genesis10.com
Support/Other Services:
Business Services
Workforce Optimization

Genesys Conferencing
130 New Boston St, Ste 301
Bedford, MA 01801
888.436.3797 (voice)
855.972.4607 (voice)
650.466.1100 (voice)
650.466.1260 (fax)
www.genesys.com
Voice Services:
Contact/Call Center
Data/Network Services:
Hosted Infrastructure/Platforms
Support/Other Services:
Business Services
Consulting
Workforce Optimization

GeoResults, Inc.
309 Pirkle Ferry Rd, Ste 300E
Cumming, GA 30040
888.628.3088 (voice)
www.georeults.com
info@georeults.com
Support/Other Services:

Business Services
Databases
GeoTel Communications, LLC
1540 International Pkwy, Ste 2000
Lake Mary, FL 32746
800.277.2172 (voice)
www.geo-tel.com
sales@geo-tel.com
Contact: Dave Drazen
davedrazen@geo-tel.com
Support/Other Services:
Telecom Data/Mapping

GIGLIX Global, Inc.
6895 E. Camelback Rd, Ste 115
Scottsdale, AZ 85251
800.856.5960 (voice)
310.362.0402 (fax)
www.giglinx.com
Contact: Marcus Mamolen
sales@giglinx.com
Voice Services:
Hosted PBX
SIP Trunking
VoIP

Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Cloud Services
Colocation/Data Center
Dark Fiber
Desktop Virtualization
Ethernet Services
Hosted Exchange
IaaS/PaaS
MPLS VPN
Private Line, point-to-point
Wireless Data Access
Support/Other Services:
Consulting
Installation
Premises Systems/Gear

GL Communications Inc.
818 W Diamond Ave, 3rd Fl
Gaithersburg, MD 20878
301.670.4784 x 114 (voice)
301.670.9187 (fax)
www.gl.com
info@gl.com
Contact: Shelley Sharma
gl-info@gl.com
Support/Other Services:
Consulting
Installation
Testing/Certification

Glacial Energy
14 Route 6A
Sandwich, MA 02563
888.GLACIAL (voice)
www.glacialenergy.com
gary.bostwick@glacialenergy.com
Support/Other Services:
Energy Services

Global Conference
PO Box 10067
Glendale, CA 91209
866.519.3166 (voice)
www.globalconference.com
sales@globalconference.com
Voice Services:
Conferencing


Globalive Capital
48 Yonge St, Ste 1200
Toronto, ON M5E 1G6
Canada
877.445.8606 (voice)
416.204.7559 (voice)
www.globalive.com
email@globalivecapital.com
carrier@globalive.com
Support/Other Services:
Investments

GlobalPhone Corporation
137 N Washington St
Falls Church, VA 22046
703.533.2122 (voice)
703.531.6000 (fax)
www.gphone.com
sales@gphone.com
Voice Services:
Hosted PBX
Prepaid Voice/Data Services
SIP Trunking

GoConference
805.845.8906 (voice)
www.goconference.com
info@goconference.com

Voice Services:
Conferencing
GP Voice
8020 E Gelding Dr, Ste 107
Scottsdale, AZ 85260
800.300.8606 (voice)
480.346.9500 (voice)
480.346.9501 (fax)
www.gpvoice.com
sales@gpvoice.com
Voice Services:
Conferencing
Dedicated Local/LD
Prepaid Voice/Data Services
Toll Free
Unified communications
VoIP
Data/Network Services:
Cloud Services
Hosted Email
MPLS VPN
Private Line, point-to-point
Security/Firewall
Web Hosting

Grande Communications
401 Carlson Circle
San Marcos, TX 78666
866.247.2633 (voice)
512.220.4010 (voice)
www.grandecom.com
Voice Services:
Dedicated Local/LD
Data/Network Services:
Access (DS0-OCn)



Granite Telecommunications
100 Newport Ave Extension
Quincy, MA 02171
877.884.5200 (voice)
www.granitechannels.com
Contact: Lauren Grenier
channel-sales@granitenet.com
Voice Services:
Dedicated Local/LD
Hosted PBX
SIP Trunking
Toll Free
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
MPLS VPN
SD-WAN
WAN Optimization
Support/Other Services:
Structured Cabling
(See ad on page 23)

GreatAmerica Financial Services
625 First St SE
Cedar Rapids, IA 52401
319.261.4326 (voice)
www.greatamerica.com/unified-communications-and-it
Contact: GreatAmerica
Financial Services
jschmid@greatamerica.com
Support/Other Services:
Financing

Great American Power
2959 Cherokee St NW
Kennesaw, GA 30144
877.215.4140 (voice)
www.greatamericanpower.com
service@greatamericanpower.com
Services Offered:
Energy Services

GreatAmerica Financial Services
625 1st St SE, Ste 800
Cedar Rapids, IA 52401
800.234.8787 (voice)
www.greatamerica.com
Support/Other Services:
Consulting
Equipment Leasing
Financial Services

Great Plains Communications
1635 Front St
Blair, NE 68008
402.456.6492 (voice)
www.gpcom.com
contactus@gpcom.com
Voice Services:
Conferencing
Dedicated Local/LD
Hosted PBX



Your fiber construction project is complete... now what?

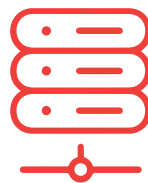
Consider KADENCE Circuit Management

Fiber networks represent a substantial asset and once construction is complete the essential task of managing that network and generating an ROI ensues.

KADENCE Circuit Management (KCM) has been enhanced with functionality specific to the management of optical equipment, mapping of fiber assets and the tracking of outside plant (OSP).



Customizable Workflows



Power + Space Management



Maintenance Notifications



Contract Management



Manage SLAs via NMS



Network Discovery



gokadence.com | 866-877-4373

SIP Trunking
Toll Free
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)

GreenAppX
6000 Fairview Rd, Ste 1211
Charlotte, NC 28210
877.630.8853 (voice)
www.greenappx.com
info@greenappx.com

Voice Services:
Unified Communications
Data/Network Services:
BC/DR
Cloud Services
Hosted Email
Hosted Infrastructure/Platforms
Security/Firewall

GSAssociates
6250 Shiloh Rd, Ste 240
Alpharetta, GA 30005
866.766.3591 (voice)
866.611.5443 (fax)
www.gsaudits.com
Support/Other Services:
Legal/Regulatory/Compliance

GSG
300 Baker Ave, Ste 280
Concord, MA 01742
800.601.1641 (voice)
www.gsgtelco.com
Data/Network Services:
Cloud Services
Hosted Infrastructure/Platforms
Support/Other Services:
Business Applications
Mobility

GTS (Global Telecom Solutions)
1501 6th St
Detroit, MI 48226
313.371.9440 (voice)
313.557.6369 (fax)
www.gtsdirect.com
info@gtsdirect.com
Voice Services:
POTS
PRI
SIP Trunking
Mobile Voice/Data Services
Unified Communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
BC/DR
Colocation/Data Center
Dark Fiber
Ethernet Services
Storage
WAN Optimization
Wireless Data Access



GTT Communications, Inc.
7900 Tysons One Place, Ste 1450
McLean, VA 22102
512.592.4858 (voice)
703.442.5500 (voice)
www.gtt.net
Voice Services:
Contact/Call Center
DIDs
Hosted PBX
Origination/Termination
SIP Trunking
Toll Free
Unified Communications
Data/Network Services:
Access (DS0-OCn)
Ethernet Services
IP Transit
Managed Network Services
MPLS VPN
Optical Transport
SD-WAN
Security/Firewall
Wireless Data Access
(See ad on page 9)

Guardian Data Destruction
71 Schrieffer St
South Hackensack, NJ 07606
888.556.9473 (voice)
www.guardiandatadestruction.com
Support/Other Services:
Data Destruction

GWI
8 Pomerleau St
Biddeford, ME 04005
866.494.2020
www.gwi.net
Contact: Remi Caron
partnersales@gwi.net
Voice Services:
Dedicated Local/LD
Hosted PBX
SIP Trunking
Toll Free
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Colocation/Data Center
Dark Fiber
Ethernet Services
Private Line, point-to-point



Halloo Communications Inc.
PO Box 29109
The Presidio, CA 94129-0109
650.515.1444 (voice)
888.238.3822 (voice)
www.halloo.com
Voice Services:
Contact/Call Center
Hosted PBX
Toll Free

Headset Plus
570 El Camino Real, Ste 150-421
Redwood City, CA 94063
877.999.3838 (voice)
650.306.9768 (voice)
650.361.8922 (fax)
www.headsetplus.com
Support/Other Services:
Premises Systems/Gear

Hawaiian Telcom
1177 Bishop St
Honolulu, HI 86813
808.546.3511 (voice)
www.hawaiiantel.com
Contact: Ted Jung
ted.jung@hawaiiantel.com
Voice Services:
Conferencing
Dedicated Local/LD
Hosted PBX
Mobile Voice/Data Services
SIP Trunking
Toll Free
Unified Communications
VoIP

Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Cloud Services
Colocation/Data Center
Desktop Virtualization
Ethernet Services
Hosted Email
IaaS/PaaS
Integrated Access
Managed Network Services
MPLS VPN
Private Line, point-to-point
SaaS
Security/Firewall
Virtual Servers
WAN Optimization
Wireless Data Access

HEROware, Inc.
65 Enterprise
Aliso Viejo, CA 92656
866.810.4376 (voice)
www.heroware.com
Data/Network Services:
BC/DR
Security/Firewall

Hibernia Networks
25 DeForest Ave, Ste 108
Summit, NJ 07901
888.516.4200 (voice)
908.988.1988 (voice)
www.hibernianetworks.com
sales@hiberniaatlantic.com
Data/Network Services:
Colocation/Data Center
Content Delivery Networks
Ethernet Services
Wavelength

Highwinds
807 W Morse Blvdm Ste 101
Winter Park, FL 32789
866.872.0357 (voice)

407.215.2400 (voice)
407.647.0392 (fax)
www.highwinds.com
info@highwinds.com
Data/Network Services:
Access (DS0 - OCn)
Colocation/Data Center
Content Delivery Networks
Managed Network Services
QoS
Web Hosting

Homisco, Inc.
99 Washington St
Melrose, MA 02176
800.370.8353 (voice)
781.665.1997 (voice)
781.665.3013 (fax)
www.homisco.com
carriersales@homisco.com
Voice Services:
Contact/Call Center
Data/Network Services:
Hosted Infrastructure/Platforms
Support/Other Services:
Billing/OSS

Host in Ireland
Ste 31, The Mall Beacon
Sandyford, Dublin 18
Ireland
+353.86.2605411
www.hostinireland.com
hostinireland@imillerpr.com
Contact: Gary Connolly
gary@hostinireland.com
Support/Other Services:
Consulting

Host.net
3500 NW Boca Raton Blvd,
Bldg 900
Boca Raton, FL 33431
877.388.4678 (voice)
561.869.6100 (voice)
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 212.295.1132 (voice)
 www.kddia.com
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 Washington, DC 20007
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 202.342.8400 (voice)
 202.342.8451 (fax)
 www.kelleydrye.com
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 9300 Research Blvd Service Rd,
 Ste 350
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 512.502.0360 (voice)
 www.kilmist.com
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Klein, Zelman, Rothermel & Dichter LLP
 485 Madison Ave
 New York, NY 10022
 212.935.6020 (voice)
 212.753.8101 (fax)
 www.kzrd.com
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KTI Group
 120 Hicksville Rd.
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 516.576.8831 (voice)
 516.908.4331 (fax)
 www.thektigroup.com
 info@ktigroup.com
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 954.271.1329 (voice)
 954.283.0089 (fax)
 www.kunnect.com
 info@kunnect.com
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 VoIP
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 786.618.9900 (voice)
 www.laperlacommunications.com
Contact: Jorge Blanco
 jorgeblanco@laperla.com
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 877.522.8323 (voice)
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LAN-Power Systems
 44240 Freeman Blvd
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 510.275.4572 (voice)
 www.lan-power.com
 sales@lan-power.com
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Language Line Services
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Contact: Galina Marcus
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 3138 Roosevelt St, #M
 Carlsbad, CA 92008
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Contact: Chris Bradley
 cbradley@4telecomhelp.com
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Lighttower Fiber Networks
 80 Central St
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 978.264.6000 (voice)
 www.lighttower.com
Contact: Christopher Knight
 cknight@lighttower.com
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Lightpath
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 646.293.4135 (voice)
 www.golightpath.com
Contact: Chris Whiteside
 cwhiteside@golightpath.com
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 925.363.9000 (voice)
 925-363-9001 (fax)
 www.lightriver.com
Contact: Mike Jonas
 mjonas@lightriver.com
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Support/Other Services:
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LightSpeed Technologies, Inc
 1433 State Highway 34, Ste B7
 Farmingdale, NJ 07727
 866.528.3338 (voice)
 732.528.3338 (voice)
 732.782.0305 (fax)
 www.lightsspeed.com
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 International Access
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 sales@localbackhaul.com
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 Canada
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 Portland, OR 97205
 503.348.8804 (voice)
 www.lsnetworks.net
Contact: Jessica Moss
 jmoss@lsnetworks.net
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 269.585.1000 (voice)
 269.585.5902 (fax)
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Contact: Edward A. Maldonado

info@maldonado-group.com
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Contact: Chuck Ward
 partners@masergy.com
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MasterStream
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 877.921.1200 (fax)
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Contact: Steve Roberts
 sroberts@salestreamsoft.com
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 aartiles@mathe.com
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 847.380.2424 (voice)
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 partners@mavisystems.com
 sales@mavisystems.com
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 800.479.2070 (voice)
 www.mediacomcable.com
 info@mediacomcc.com
Voice Services:
 Dedicated Local/LD

MediaRing
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 408.962.1252 (fax)
 www.mediaring.com
 sales-usa@mediaring.com
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 Prepaid Voice/Data Services
 VoIP
Support/Other Services:
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MeetingOne
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 Denver, CO 80246
 303.623.2530 (voice)
 303.623.1294 (fax)
 www.meetingone.com
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Voice Services:
 Conferencing

MegaPath Inc.
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 925.201.2500 (voice)
 www.megapath.com
Contact: Janeen Fischer
 janeen.fischer@megapath.com
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info@merunetworks.com
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Message Broadcast

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949.253.9055 (fax)
www.messagebroadcast.com
Contact: Mark Sondergaard
msondergaard@
messagebroadcast.com
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415.513.1501 (fax)
www.metswitch.com
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SaaS

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MetTel
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New York, NY 10041
202.607.2000 (voice)
www.mettel.net
Contact: Scott Logan
slogan@mettel.net
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MHO Networks

8678 Concord Center Dr.
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Contact: Michael Kriech
sales@mho.com
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bob@malists.com
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Contact: Dennis Doyel
dennis.doyel@mobilesolutions.net
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sales@mosaicnetworx.com
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larrysisler@4-procom.com
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N

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NET (Network Enhanced Technologies), Inc.

700 S. Flower St.
Los Angeles, CA 90017
800.818.9000 (voice)
213.622.3177 (fax)
www.netincusa.com
info@netincusa.com
Voice Services:
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Net2Phone

520 Broad St
Newark, NJ 07102
866.978.8260 (voice)
www.net2phone.com
partner@net2phone.com
Voice Services:
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Contact/Call Center
Dedicated Local/LD
Hosted PBX
Origination/Termination
SIP Trunking
Toll Free
Unified Communications
VoIP

Nefortris, Inc

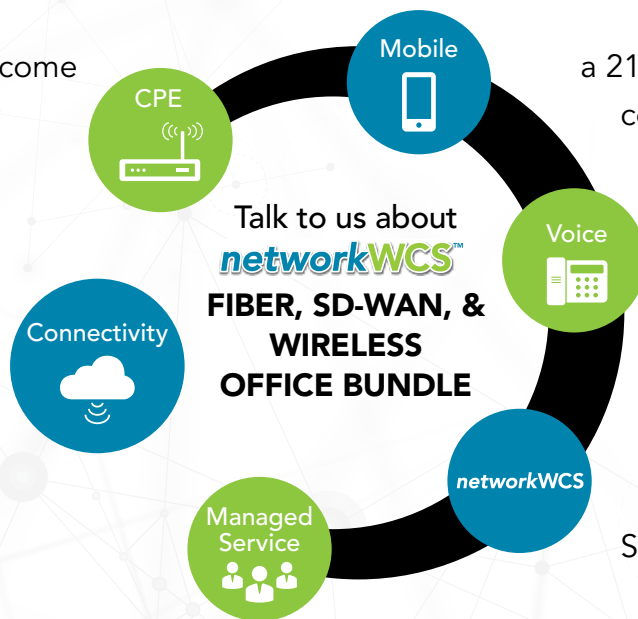
455 Market St, Ste 620
San Francisco, CA 94303
415.287.1209 (voice)
888.469.5100 (voice)
www.nefortris.com
Contact: Christina Lockwood
christina.lockwood@nefortris.com
Data/Network Services:
Colocation/Data Center

NetBoss Technologies

10305 102nd Terrace
Sebastian, FL 32958
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772.618.4225 (voice)
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Access (DS0-OCn)
BC/DR
Cloud Services
Colocation/Data Center
Dark Fiber
Desktop Virtualization
Ethernet Services
Hosted Infrastructure/Platforms
Integrated Access
Managed Network Services
MPLS VPN
Private Line, point-to-point
Security/Firewall
(See ad on page 51)

NetComp Communications

8198 S Jog Rd, Ste 101
Boynton Beach, FL 33472
866.843.7110 (voice)
www.netcompcg.com
info@netcompcg.com
josborne@netcompcg.com

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IP Phone
SIP trunking
Unified communications
VoIP
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Ethernet Services
MPLS VPN
QoS
Wireless Data Access
Support/Other Services:
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404.230.9150 (voice)
www.netdepot.com

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Content Delivery Networks
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Cloud Services
Hosted Email
Managed Network Services
MPLS VPN
Virtual Servers



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678.990.9089 (fax)
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sales@netgencommunications.com

Contact: John Sennott
marketing@netgencommunications.com
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Fax Services
FoIP Devices (patented)

IP/Wireless PBXs for SME
Support/Other Services:
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9 St. Andrews Courtyard, Ste 103
Brunswick, GA 31520
912.996.2600 (voice)
www.netlinkip.com

Voice Services:
Prepaid Voice/Data Services
Satellite Communications
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VoIP
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Managed IT Services
Security/Firewall
Workload Mitigation
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Consulting
Testing/Certification

Netrality Properties

11 E 44th St, Ste 501
New York, NY 10017
212.317.1800 (voice)
www.netralityproperties.com

Contact: Mary Fahey
info@netralityproperties.com
Data/Network Services:
Colocation/Data center

netsapiens

1200 Prospect St, Ste 200
La Jolla, CA 92037
858.764.5213 (voice)
www.netsapiens.com

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Hosted PBX
Unified Communications/UCaaS
VoIP
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SaaS
Support/Other Services:
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NetworkIP

119 W Tyler St, Ste 100
Longview, TX 75601
800.605.2577 (voice)
903.323.4900 (voice)
903.323.4849 (fax)
www.networkip.net

Contact: Terri Peterson
tpeterson@networkip.net
Voice Services:
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IaaS/PaaS

NeuStar, Inc.

21575 Ridgeway Circle
Sterling, VA 20166
571.434.5400 (voice)
www.neustar.biz

Contact: Melissa Rowan
melissa.rowan@neustar.biz
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Caller ID
Data/Network Services:
Security/Firewall
Support/Other Services:
Marketing
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Premises systems/gear

NewCloud Networks

160 Inverness Dr W, Ste 300
Denver Tech Center, CO 80112
855.255.5001 (voice)
www.newcloudnetworks.com

sales@newcloudnetworks.com
Voice Services:
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Data/Network Services:
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Cloud Services
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732.978.4100 (voice)
www.njfx.net

njfx@imillerpr.com
Data/Network Services:
Colocation/Data Center
Dark Fiber

New Horizon Communications Group

420 Bedford St, Ste 250
Lexington, MA 02420
855.600.4642 x 4 (voice)
www.nhgrp.com

Contact: Glen Nelson
gnelson@nhgrp.com
Voice Services:
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POTS
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Access (DS0-OCn)
BC/DR

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Ethernet Services
Integrated Access
Managed Network Services
MPLS VPN

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Web Hosting
Wireless Data Access
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www.nexogy.com

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Security/Firewall
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Nextera Communications

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952.564.6900 (voice)
218.818.6400 (voice)

218.818.6401 (fax)
www.nextera.net
sales@nextera.net
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Unified Communications
VoIP

Data/Network Services:

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Ethernet Services
Hosted Email
MPLS VPN
Private Line, point-to-point
Web Hosting

Wireless Data Access

Nextiva

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Scottsdale, AZ 85250
888.289.4742 (voice)
800.799.0600 (voice)

www.nextiva.com
sales@nextiva.com
Contact: Ira Feuerstein
partners@nextiva.com

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www.cel-fi.com
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www.nexvortex.com

Contact: Mike Nowak
info@nexvortex.com
Voice Services:
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Hosted Contact Center
Hosted PBX
SIP Trunking
Toll Free
VoIP

Data/Network Services:
Integrated Access
(See ad on page 19)

nGenX Corp.

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Overland Park, KS 66214
888.696.4369 x 1 (voice)
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www.ngenx.com
partnerrelations@ngenx.com
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Security/Firewall

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Contact: Matt Thomas
sales@nobelbiz.com

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Contact: Shaun Naghdi
shaun@norstartelecom.com
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508.339.0176 (fax)
www.nan.com
sales@nan.com

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866.656.4431 (voice)

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info@novusllc.com

Contact: Chris Meehan
cmeehan@novusllc.com
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877.868.8638 (voice)
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channel@us.ntt.net
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Content Delivery Network
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MPLS VPN
Security/Firewall

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 www.nuvio.com
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 SIP Trunking



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 916.553.2180 (fax)
 www.o1.com

Contact: Max Seely
 carriersales@o1.com
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 949.250.6510 (voice)
 949.250.6514 (fax)
 www.omnitron-systems.com
 info@omnitron-systems.com
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Support/Other Services:
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ON HOLD: 32
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 919.847.6861 (fax)
 www.onhold32.com
Contact: Mike Groom
 mikeg@onhold322.com
Support/Other Services:
 Business Services

OnePath
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 Marietta, GA 30067
 678.271.8335 (voice)
 www.1path.com
 info@1path.com
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 www.onestreamnetworks.com
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 877.877.1220 (voice)
 sales@onestreamnetworks.com
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 MPLS VPN
 Private Line, point-to-point
 SD-WAN
 Security/Firewall
 WAN Optimization
Support/Other Services:
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 Premises Systems/Gear
(See ad on page 57)

ONSIP
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 212.933.9190 (voice)
 www.onsip.com
 sales@onsip.com
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Open-IX Association
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 608.301.5180 (voice)
 www.open-ix.org
Contact: Gabe Cole
 info@open-ix.org
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 Data Center/IX certification

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 800.710.0963 (voice)
 www.opexltd.com
 mandrews@opexltd.com
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Data/Network Services:
 Access (dial-up, DSL, cable, T1)
 Access (DS0-OCn)

Optelian
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 Marietta, GA 30067
 877.225.9428 (voice)
 770.690.9575 (voice)
 877.225.9426 (fax)
 www.optelian.com
 sales@optelian.com
Data/Network Services:
 Optical Networks

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 Bethpage, NY 11714
 855.233.3333 (voice)
 www.optimum.com
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 Dedicated Local/LD
 SIP Trunking
 VoIP
Data/Network Services:
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 201.871.1100 (voice)
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Contact: Ron Whaley
 ron.w@osgbilling.com
Support/Other Services:
 Billing/OSS

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 mark.durrett@overturenetworks.com
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 888.747.8353 (voice)
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 info@pacetelecom.co.uk
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Pacific Telecommunications Council (PTC)
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 808.941.3789 (voice)
 808.944.4874 (fax)
 www.ptc.org

info@ptc.org
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 Association
(See ad on page 79)

PacketBase
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 650.989.1074
Contact: Mike Ferguson
 mferguson@packetbase.com
 www.packetbase.com
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 Business Services
 Financial Services

Panasonic
 3 Panasonic Way 2H-7
 Secaucus, NJ 07094
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 201.348.7074 (fax)
 www.panasonic.com/sjp
Contact: Kim Murtagh
 kim.murtagh@us.panasonic.com
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 channel@us-pandasecurity.com
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703.621.1621 (fax)
www.pccwglobal.com
usa@pccwglobal.com
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Access (DS0-OCn)
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Hosted Email
Web Hosting
Wireless Data Access

PCS1
6855 Tujunga Ave.
N. Hollywood, CA 91605
800.881.7054 (voice)
www.pcs1.net
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Data/Network Services:
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Colocation
Ethernet Services
Web Hosting

pdvWireless
3 Garret Mountain Plaza
Woodland Park, NJ 08831
888.392.4794 (voice)
www.pdvwireless.com
Contact: Christopher Johnson
cjohnson@pdvwireless.com
Voice Services:
Mobile services
Data/Network Services:
SaaS
Support/Other Services:
Business applications

Peak
303 East 17th Ave, Ste 1000
Denver, CO 80203
303.532.4734 (voice)
www.poweredbypeak.com
Contact: Laurel Burton
laurel.burton@peakcolo.com
Data/Network Services:
Hosted Infrastructure/Platforms
Security/Firewall
Virtual Servers

Pertel Communications
350 Fifth Ave., Ste 2717
New York, NY 10118
212.760.1339 (voice)
212.760.1570 (fax)
www.pertelinc.com
Support/Other Services:
Premises Systems/Gear

Pgi
3280 Peachtree Rd NW, Ste 1000
Atlanta, GA 30305
866.996.0759 (voice)
www.pgi.com/partners
partners@pgi.com
Voice Services:
Conferencing
Unified Communications

PhoenixSoft, Inc.
202 East Earl Dr, Ste 140
Phoenix, AZ 85012
602.788.6100 (voice)
602.279.8933 (fax)
www.phoenixsoft.com
Contact: Paul Amick
pamick@phoenixsoft.com
Voice Services:
Conferencing

Dedicated Local/LD
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Prepaid Voice/Data Services
SIP Trunking
VoIP
Unified Communications
Data/Network Services:
Hosted Infrastructure/Platforms
Support/Other Services:
Billing/OSS
Softswitch Provider

PhoneFusion Inc.
4380 N.E. 11th Ave
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954.406.0600 (voice)
www.phonefusion.com
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Pingtone Communications
13921 Park Center Rd
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877.501.PING (voice)
www.pingtone.com
sales@pingtone.com
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Managed Network Services
MPLS VPN
Prepaid



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800.646.5080 (fax)
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Contact: Scott Layman
ucpioneer@pioneertelephone.com
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Hosted PBX
Origination/Termination
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SIP Trunking
Toll Free
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VoIP
Data/Network Services:
Wireless Data Access
(See ad on page 75)

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925.924.6000 (voice)
925.924.6100 (fax)
www.polycom.com
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malvo@positronpower.com
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Powercode
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Contact: Anton Loon

agentsales@powernetco.com
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SD-WAN
Security/Firewall
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IP Security Solutions
MDU Packages
Mobility
Premises Systems/Gear
Wi-Fi/Wi-Fi Marketing Analytics
(See ad on page 37)

Precision Telecom Technologies
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Fairmont, WV 26554
304.816.5066 (voice)
www.precisiontele.com
Contact: Scott Trefz
inquiries@precisiontelecom.com
Support/Other Services:
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Preferred Business Solutions, Inc.
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info@preferredbusinesssolutions.biz
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info@premiumvoicerecordings.com
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pmahony@pslightwave.com
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btreash@qtego.com
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ari.zoldan@quantum-co.com
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Contact: Stefanie Ryan
Stefanie.ryan@rapidscale.net

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melanie.randelman@readytalk.com

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Prepaid Voice/Data Services

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Contact: Pamela Jarquin
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678.905.3149 (fax)

www.revenuevelocity.com

Contact: Skip Lane

slane@revenuevelocity.com

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NOC Services

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Contact: Fame 1 Computers Inc

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Rittenhouse Communications Group

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www.rittenhouse.com

Contact: RCG

Telecommunications

contact@rcgtelecom.com

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Hosted PBX

SIP Trunking

Unified Communications

VoIP

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Cloud Services

Ethernet Services

International Access

Managed IT Services

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855.574.8748 (voice)

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SIP Trunking

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Dark Fiber

Ethernet Services

IaaS/PaaS

Managed Network Services

Private Line, point-to-point

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Premises Systems/Gear

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chill@riverrocksystems.com

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info@ildmail.com

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www.rtc-associates.com

info@rtc-team.net

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Ryder Systems

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+01254 291504 (fax)

www.rydersystems.com

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Billing/OSS



SaaSMAX

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info@saasmax.com

Contact: Dina Moskowitz

sales@saasmax.com

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Consulting

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michellef@salestaxassociates.com

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Tax Rating

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larry@salesverification.com

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suzy.lytle@intelebill.com

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marketing@sangoma.com

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SIP Trunking
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Colocation/Data Center
MPLS VPN
Web Hosting

SonicWall

5455 Great America Pkwy
Santa Clara, CA 95054
800.509.1265 (voice)
408.745.9300 (fax)
www.sonicwall.com
Data/Network Services:
Security/Firewall

Sonus Networks

4 Technology Park Dr
Westford, MA 01886
855.GO.SONUS (voice)
www.sonus.net
Data/Network Services:
Premises Systems/Gear

SoTel Systems

2465 Centerline Industrial Dr
Maryland Heights, MO 63043
866.467.6835 (voice)
314.787.1800 (voice)
www.sotelsystems.com
Voice Services:
Conferencing
Premises Systems/Gear
SIP Trunking

Spacenet

10205 E 61 St
Tulsa, OK 74133
918.270.7000 (voice)
www.spacenet.com

sales@spacenet.com
Data/Network Services:
Access (DS0-OCn)
Managed Network Services

Spam Soap

3193 Red Hill Ave.
Costa Mesa, CA 92626
866.772.6688 (voice)
www.spamsoap.com
Data/Network Services:
Messaging

Spectrotel

3535 State Route 66
Neptune, NJ 07753
877.542.9200 (voice)
www.spectrotel.com
agentpartner@spectrotel.com
Voice Services:
Conferencing
Dedicated Local/LD
Hosted PBX
SIP Trunking
Toll Free
Unified Communication
VoIP

Data/Network Services:

Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Colocation/Data Center
Ethernet Services
Integrated Access
Managed Network Services
MPLS VPN
Private Line, point-to-point
Security/Firewall
Virtual Servers
Wireless Data Access

Spectrum Business

6399 S Fiddlers Green Circle,
3rd Fl
Greenwood Village, CO 80111
888.692.8635 (voice)
844.633.3722 (voice)
www.business.spectrum.com
Voice Services:
Dedicated Local/LD
SIP Trunking
Unified Communications
Hosted PBX

Data/Network Services:

Access (dial-up, DSL, cable, T1)
Access (DS0 - OCn)
BC/DR
Dark Fiber
MPLS VPN
Security/Firewall
Storage

Spirent Communications

15200 Omega Dr
Rockville, MD 20850
301.590.3600 (voice)
301.590.3698 (fax)
www.spirent.com
sales-spirent@spirent.com
Support/Other Services:
Testing/Certification

Spirit Communications

1500 Hampton St
Columbia, SC 29210
803.771.7476 (voice)
www.spiritcom.com
Contact: Tim Tyler
tim.tyler@spiritcom.com
Voice Services:
Dedicated Local/LD
Hosted PBX
SIP Trunking
Toll Free
Unified Communications
VoIP

Data/Network Services:

Access (DS0-OCn)
BC/DR
Cloud Services
Colocation/Data Center
Ethernet Services
Hosted Email
Integrated Access
International Access
Managed IT Services
Managed Network Services
MPLS VPN
Private Line, point-to-point
Security/Firewall
Storage
WAN Optimization

Splice Communications

1900 S Norfolk, Ste 350
San Mateo, CA 94403

650.577.2342 (voice)
www.splicetelecom.com
info@splicens.com
Data/Network Services:
Access (DS0-OCn)
Ethernet Services

Sprint

6100 Sprint Pkwy
Overland Park, KS 66251
913.315.5950 (voice)
www.sprint.com/abr
Contact: Andrew Mattson
abrteam@sprint.com
Voice Services:
Mobile Voice/Data Services
Data/Network Services:
Wireless Data Access

SRP Telecom

1521 N Project Dr
Phoenix, AZ 85072
602.236.8777 (voice)
602.236.8779 (voice)
602.797.8010 (fax)
www.srptelecom.com
wireless@srpnet.com
Data/Network Services:
Colocation/Data Center
Dark Fiber
Wireless Data Access

Stage 2 Networks, LLC

70 West 40th St 7th Fl
New York, NY 10018
866.STAGE2-0 (voice)
212.497.8000 (voice)
212.497.8001 (fax)
www.stage2networks.com
Contact: Joe Gillette
jgillette@stafe2.net
Voice Services:
Hosted PBX
SIP Trunking
Unified Communications
Support/Other Services:
Business Services
Consulting
Location-based Services



Star2Star Communications

600 Tallevast Rd, Ste 202
Sarasota, FL 34243
941.234.0001 (voice)
www.star2star.com
info@star2star.com
Voice Services:
Conferencing
Contact/Call Center
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Data/Network Services:

Cloud Services
IaaS/PaaS
SaaS
SD-WAN
Support/Other Services:
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Installation
(See ad on back cover)

Startec Global Communications

7361 Calhoun Place, Ste 650
Rockville, MD 20855
301.610.4300 (voice)
301.610.4301 (fax)
www.startec.com
tj.master@startec.com
Voice Services:
Dedicated Local/LD

Stealth Communications, Inc

1 Penn Plaza, Ste 6308
New York, NY 10119
866.237.6970 (voice)
212.232.2020 (voice)
212.232.2021 (fax)
www.stealth.net
info@stealth.net
Voice Services:
Conferencing
SIP Trunking
Data/Network Services:
Bandwidth/Minutes Exchange

Colocation/Data Center
Ethernet Services

Sterling Business Law

2665 S Bayshore Dr,
Penthouse 2B
Miami, FL 33133
305.285.7970 (voice)
305.443.3470 (fax)
www.sterlingbusinesslaw.com
info@sterlingbusinesslaw.com
Support/Other Services:
Legal/Regulatory/Compliance

Stonehenge Telecom

1101 N Lake Destiny Rd, Ste 120
Maitland, FL 32751
407.956.6070 (voice)
www.stonehenge-telecom.com
info@stonehenge-telecom.com
Voice Services:
Mobile Voice/Data Services
SIP Trunking
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Strata Alliance

615 E Weber Dr, Ste 2001
Tempe, AZ 85281
480.899.6222 (voice)
866.551.2346 (voice)
www.strataalliance.com
Contact: Mark Carson
mcarson@strataalliance.com
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Energy Services

Stratus Contact Solutions

8401 Datapoint, Ste 900
San Antonio, TX 78229
210.839.1028 (voice)
www.statuscontactsolutions.com
info@statuscontactsolutions.com
Voice Services:
Contact/Call Center
Data/Network Services:
CRM
Support/Other Services:
Social Media Services

Stratus Networks

4700 N. Prospect Rd, Ste 8
Peoria Heights, IL 61616
800.990.9093 (voice)
www.stratusnetworks.com
sales@stratusnet.com
Voice Services:
Conferencing
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Access (DS0-OCn)
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Streaming Media Hosting

177 Riverside Ave, Ste 241
Newport Beach, CA 92663
800.963.4347 (voice)
www.streamingmediahosting.com
info@streamingmediahosting.com
Data/Network Services:
Content Delivery Network

Suddenlink

877.694.9474 (voice)
www.suddenlink.com
Data/Network Services:
Access (DS0-OCn)
Colocation/Data Center
Content Delivery Network
Ethernet Services
Wireless Data Access

Easton Celebrates 25 Years of Growth



By **Tara** Seals

Easton Telecom Services is celebrating a quarter-century in business, during which it has grown from an aggregator of long-distance services to a nationwide reseller/service provider with a varied portfolio and a keen focus on supporting its channel partners.

"I am very proud Easton has reached this milestone," said Rob Mocas, president and founder. "It is quite an accomplishment in such a dynamic industry."

According to Mocas, a major factor to Easton's success is its dedicated team of telecom professionals. "Over 50 percent of the employees at Easton have been here for more than 10 years. Their hard work and dedication is a true testament to Easton's success."

Easton is also still celebrating success with its original sales model: Easton's services have been marketed using a nationwide, independent distributor channel since its inception. Service and support is provided by Easton, from its Richfield, Ohio headquarters.

"The commission structure Easton has always maintained is very attractive," explained Jim Butler, Easton's director of sales and marketing. "The majority of Easton's services are commissioned using a buy rate/retail rate scenario. This pricing arrangement allows our distributors to offer attractive pricing options to the end users while ensuring a residual income for themselves."

Based in the Cleveland area, Easton offers voice, data and wireless solutions to businesses nationwide. All of Easton's products and services are carried over the networks of top

providers for reliability, and multiple underlying networks are utilized so Easton is able to provide customers with multiple product choices at competitive prices, all billed on one invoice. That, in turn, makes it a great fit for multi-location accounts.

When it comes to Easton's latest portfolio initiatives and their impact to the channel community, the company has added several next-gen components to its stable. For one, it has embraced the migration of TDM to IP by offering its Easton Digital Voice service. SD-WAN is gaining momentum in the market as well, and Easton is working with several partners to offer the service. It also recently added new national mobility providers to its service slate. These represent the greatest market opportunities for channel partners going into 2018, according to the company.

"With Easton's portfolio of SD-WAN and 27 underlying voice/data carriers, we are positioned to offer multiple circuits into the customer's premises," said Mocas. "We also feel that LTE back-up is now more important than ever."

While challenges lie ahead in the market for all communications companies – including supplier mergers and acquisitions, how quickly the marketplace is evolving for both new products and pricing and regulatory uncertainty – Easton sees positive changes in its partner ecosystem.

"Our partners are making a tremendous effort to remain up-to-date on the changing technology," Mocas said. "In the future, we see the trend continuing of partners embracing the evergreen residual commission

plans, which is something Easton has always offered. Also, the need for increased bandwidth is a key driver of sales growth. This need is driving a change in the sales process where Easton and its channel partners are taking an extremely proactive, consultative approach to every sale."

To help its partners stay on top of the changes in the market, this past year, Easton hired a dedicated national partner manager Scott Kamper. It also has developed new promotion and compensation plans to improve sales, such as offering flexibility to manage retail rates on multi-product and multi-location accounts, to manage competitiveness.

Mocas attributes Easton's 25-years-and-counting success to the strong, service-oriented values the company was founded on and the fact that this strong culture still exists today. And for the coming year, the company plans to stay focused on those values. "Easton's mission has always remained the same; to provide the highest quality services at highly competitive prices and exemplary customer service," Mocas said. "Easton's exemplary customer service has always been a major differentiator. Every call placed to Easton is answered by a live receptionist and immediately transferred to a customer service rep; customers are transferred to the correct party immediately when calling. In fact, all Easton employees are trained to take customer service calls – including me."

He added, "I have always maintained that the personal service touch is such a vital part of what sets Easton apart." □

Sunesys, LLC

185 Titus Ave
Warrington, VA 18976
267.927.2000 (voice)
267.927.2099 (fax)
www.sunesys.com
jli@sunesys.com
Data/Network Services:
Dark Fiber
Ethernet Services
Managed Network Services
Private Line, point-to-point

Sunguard Availability Services

680 E Swedesford Rd
Wayne, PA 19087
484.582.5716 (voice)
www.sunguardas.com
Data/Network Services:
BC/DR

SureTax, LLC

6230 Shiloh Rd
Alpharetta, GA 30005
888.910.3466 (voice)
www.suretax.com
Contact: Brent Reeves
brent.reeves@suretax.com
Support/Other Services:
Legal/Regulatory/Compliance

SwitchRay

25910 Acero, #240
Mission Viejo, CA 92691
800.680.1740 (voice)
www.switchray.com
Contact: Dina Scalione
spetilli@switchray.com
Voice Services:
VoIP softswitch

Syniverse Technologies

8125 Highwoods Palm Way
Tampa, FL 33647
813.637.5000 (voice)
www.syniverse.com
Data/Network Services:
Messaging
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Databases
Mobility

SYNNEX Corp.

39 Pelham Ridge Dr.
Greenville, SC 29615
864.289.4000 (voice)
www.synnex.com
Voice Services:
Unified Communications

T

T-Mobile

5242 S. College Dr.
Suite 170
Salt Lake City, UT 84123
877.284.1009 (voice)
www.t-mobile.com
varinfo@t-mobile.com
Services:
Mobile Voice/Data Services
Wireless Data Access

T-2 Technologies

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Denver, CO 80237
303.762.1100 (voice)
800.806.8353 (voice)
866.285.0010 (fax)
www.t2technologies.com
info@t2technologies.com
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VoIP
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Access (dial-up, DSL, cable, T1)
Support/Other Services:
Premises Systems/Gear

Tailwind Voice and Data

3500 Holly Ln., Ste. 10
Minneapolis, MN 55447
888.868.1441 (voice)
www.tailwindvoiceanddata.com
Data/Network Services:
Premises Systems/Gear
Installation
Technical Support

TalkPoint

100 William St, 8th Fl
New York, NY 10038

212.909.2900 (voice)
212.909.2900 (fax)
www.talkpoint.com
info@talkpoint.com
Support/Other Services:
Webcasting

TalkSwitch

1545 Carling Ave., Ste. 510
Ottawa ON K1Z 8P9
Canada
888.332.9322 (voice)
613.725.2898 (fax)
www.talkswitch.com
Contact: Chris Brennan
cbrennan@talkswitch.com
Voice Services:
Dedicated Local/LD
SIP Trunking
Support/Other Services:
Premises Systems/Gear

TantaComm

8215 Greenway Blvd, Ste 180
Middleton, WI 53562
800.444.8522 (voice)
www.tantacomm.com
info@tantacomm.com
Support/Other Services:
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QoS
Recording

Taqua

740 E Campbell Rd, 2nd Fl
Richardson, TX 75081
972.692.1971 (voice)
972.437.2762 (fax)
www.taqua.com
Contact: Frederick Reynolds
freynolds@taqua.com
Voice Services:
Mobile Voice/Data Services
VoIP
Support/Other Services:
Premises Systems/Gear

Tata Communications

www.tatacommunications.com
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Prepaid Voice/Data Services
VoIP
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Colocation/Data Center
Content Delivery Network
Ethernet Services
Managed Network Services

Tavros Mobile, Inc.

3616 Far West Blvd, Ste 117-301
Austin, TX 78731
512.916.3877 (voice)
512.312.9265 (fax)
www.tavrosnetworks.com
Voice Services:
Mobile Voice/Data Services

TBM Technologies, Pvt Ltd

B-265 Okhla Industrial Area,
Phase 1
New Delhi, India 110020
914.355.2224 (voice)
www.tbmtechnologies.com
corp@tbmtechnologies.com
Data/Network Services:
IoT
Managed IT Services
SaaS
Support/Other Services:
Billing/OSS
Business Applications
Business Services
Consulting
Emergency Alerts Service
Location-based Services
M2N
Smart Apps

Tech Data Corp.

5350 Tech Data Drive
Clearwater, FL 33760
800.237.8931 (voice)
www.techdata.com
Data/Network Services:
Cloud Services
Colocation/Data Center
IoT
Support/Other Services:
Mobility
Wholesale IT Distributor

Technology Channel Association

191 Clarksville Rd
Princeton Junction, NJ 08550
609.799.4900 (voice)
609.799.7032 (fax)
www.tcasite.org
info@tcasite.org
Support/Other Services:
Trade Association

Technology Law Group, LLC

5335 Wisconsin Ave NW, Ste 440
Washington, DC, 20015
202.895.1707 (voice)
202.478.5074 (fax)
www.tlgdc.com
Contact: Neil Ende
mail@tlgd.com
Support/Other Services:
Legal/Regulatory/Compliance

Technology Management Solutions

1443 E. Washington Ave, Ste 117
Pasadena CA 91104
800.519.1872 (voice)
www.tms-tech.com
Contact: Ralph Teel
rteel@tms-tech.com
Support/Other Services:
Billing/OSS
Consulting
Installation
Legal/Regulatory/Compliance
Testing/Certification

tekVizion PVS, Inc.

2301 N. Greenville Ave, Ste 400
Richardson, TX 75082
214.242.5900 (voice)
214.242.5999 (fax)
www.tekvizion.com
sales@tekvizion.com
Support/Other Services:
Testing/Certification

TelAgility

326 First St, Ste 24
Annapolis, MD 21403
844.448.2227 (voice)
www.telagility.biz
Contact: Adam Cole
adam@telagility.biz
Voice Services:
Hosted PBX
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Unified Communications
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Hosted Infrastructure/Platforms
International Access
Managed IT Services
Managed Network Services
MPLS VPN
Wireless Data Access
Support/Other Services:
Billing/OSS
Expense/Mobile Management

Telarix, Inc.

1950 Old Gallows Rd, 8th Fl
Vienna, VA 22182-2789
703.564.9600 (voice)
703.448.5531 (fax)
www.telarix.com
info@telarix.com
Support/Other Services:
Billing/OSS
Business Services
Consulting
Least Cost Routing
Service Management

TelCan

5800 Ambler Dr, Ste 200
Mississauga, ON L4W 4J4
Canada
888.683.5226 (voice)
www.telcan.net
Voice Services:
Conferencing
Hosted PBX
Prepaid Voice/Data Services
Unified Communications
VoIP

Telchemy, Inc.

2905 Premiere Pkwy, Ste 280
Duluth, GA 30097
866.TELCHEMY (voice)
678.387.3008 (fax)
www.telchemy.com
Support/Other Services:
Testing/Installation/Certification

Telco Connection

31821 Via Perdiz
Coto de Caza, CA 92679
949.229.1599 (voice)
www.telcoconnection.com
Contact: David Singer
david@telcoconnection.com
Voice Services:
Dedicated Local/LD
SIP Trunking
VoIP

Telco Systems, Inc.

15 Berkshire Road
Mansfield, MA 02048
800.221.2849 (voice)
www.telco.com
sales@telco.com
Voice Services:
Mobile Voice/Data Services
SIP Trunking
Data/Network Services:
Access (DS0-OCn)
Ethernet Services

TeleBright Telecom Software

1700 Research Blvd, Ste 240
Rockville, MD 20850
301.296.3800 (voice)
301.296.3801 (fax)
www.telebright.com
sales@telebright.com
Voice Services:
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Web Hosting
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Support/Other Services:
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Expense/Mobile Management

Telecom Agent Association (TAA)

31500 Grape Street #3-307
Lake Elsinore, CA 92532
951.245.6877 (voice)
www.telecomassociation.com
Support/Other Services:
Consulting
Trade Association

Telecom Professionals, Inc.

12316 Hidden Forest Blvd
Oklahoma City, OK 73142
405.755.8177 (voice)
405.755.8377 (fax)
www.telecompliance.net
Contact: Judith Riley
jriley@telecompliance.net
Support/Other Services:
Legal/Regulatory/Compliance

Telecom Training Corporation

3437 Stokesmont Rd
Nashville, TN 37215
615.298.5429 (voice)
www.telecomtraining.com
Support/Other Services:
Consulting

Telecom Service Bureau

4352 SE 95th St
Ocala, FL 34480
352.433.2116 (voice)
www.telecomservicebureau.com
Support/Other Services:
MVNO Services

Telefield NA

4915 SW Griffith Dr, Ste 205
Beaverton, OR 97005
503.646.6345 (voice)
www.rca4business.com
Support/Other Services:
Premise Systems/Gear

TeleFlex Networks

701 N Post Oak Rd, Ste 500
Houston, TX 77024
713.231.5000 (voice)
832.201.0852 (fax)

www.teleflexnetworks.com

Voice Services:

VoIP

Telefonica

1111 Brickell Ave, 10th floor
Miami, FL 33131
305.925.5273 (voice)
www.business-solutions.
telefonica.com
Contact: Telefonica USA
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TeleNet Services Intl. Inc.

777 Dearborn Park Ln, Ste G
Worthington, OH 43085
800.320.3000 (voice)
614.880.1350 (fax)
www.telenetsrv.com
sales@telenetsrv.com
Voice Services:
Prepaid Voice/Data Services
Operator Services

Telespeak

2101 Park Center Dr
Orlando, FL 32835
800.821.1950 (voice)
407.456.7200 (fax)
www.telespeak.net
hello@telespeak.net
Data/Network Services:
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Telesystem
2700 Oregon Rd
Northwood, OH 43619
610.355.9745 (voice)
Contact: Bruce Wirt
bwirt@telesystem.us
www.telesystem.us
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Televergence Solutions, Inc. (TSI)

424 Church St, Ste 2000
Nashville, TN 37219
800.770.3691 (voice)
www.tscorp.net
Contact: Tanya Youvan

sales@tsicorp.net
Voice Services:
 Dedicated Local/LD
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 VoIP

Telia Carrier
 2201 Cooperative Way, Ste 302
 Herndon, VA 20171
 703.546.4000 (voice)
 www.teliacarrier.com
Contact: Rob Pulkownik
 rob.pulkownik@teliacarrier.com
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 WAN Optimization

TeliaSonera International Carrier
 2201 Cooperative Way, Ste 302
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 703.546.4000 (voice)
 703.546.4125 (fax)
 www.teliaSoneraic.com

Telinta
 Springfield, NJ 07081
 973.467.3364 (voice)
 www.telinta.com
Contact: Anthony Stiso
 info@telinta.com
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Support/Other Services:
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Telispire
 4245 Kemp Blvd, Ste 220
 Wichita Falls, TX 76308
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 940.397.9610 (fax)
 www.telispire.com
Contact: Nicholas Aldi
 salesinfo@telispire.com
Voice Services:
 Mobile Voice/Data Services
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 Business Services

Telmar Network Technology
 901 Jupiter Road
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 972.836.0400 (voice)
 972.836.0430 (fax)
 www.telmarnt.com
 telmar@telmarnt.com
Data/Network Services:
 Managed Network Services
 WAN Optimization

Telmetriks, LLC
 116 Elgin Ct
 Rockwall, TX 75032
 972.999.1320 (voice)
 972.692.5796 (fax)
 www.telmetriks.com
Support/Other Services:
 Consulting

TelNG
 PO Box 4463
 Breckenridge, CO 80424
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 970.329.5101 (fax)
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 partners@telnetww.com
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 5430 Timberlea Blvd, Unit 1
 Mississauga, ON L4W 2T7
 877.783.5647 (voice)
 416.203.7838 (fax)
 www.teloip.com
 info@teloip.com
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 Bandwidth Aggregation

Telovations
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 Ste 700
 Tampa, FL 33607
 813.321.1034 (voice)
 www.telovations.com
 tpp@telovations.com
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 CaaS

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 Covington, GA 30015
 www.telrite.com
Voice Services:
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Data/Network Services:
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 575 Market St, Ste 1650
 San Francisco, CA 94105
 877.835.7872 (voice)
Contact: Jason Kitzmiller
 jason.kitzmiller@team.telstra.com
 www.telstraglobal.com
Voice Services:
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 SIP Trunking
 Unified Communications
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Data/Network Services:
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 Cloud Services
 Colocation/Data Center
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 International Access
 Managed Network Services
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 Private Line, point-to-point
 SD-WAN
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 Virtual Servers
 WAN Optimization
Support/Other Services:
 Consulting
(See ad on page 13)

TelSwitch Inc.
 343 East Main, Ste 319
 Stockton, CA, 95202
 209.235.5555 (voice)
 209.235.5565 (fax)
 www.telswitch.com
Support/Other Services:
 Billing/OSS
 Consulting
 Regulatory/Compliance

TelTel
 2620 Augustine Dr, Ste 100
 Santa Clara, CA 95054
 408.970.3318 (voice)
 408.970.3316 (fax)
 www.telstel.com
 partner@telstel.com
Voice Services:
 Hosted PBX

VoIP
 SIP Trunking

Teo
 11609 49th Place W
 Mukilteo, WA 98275
 800.524.0024 (voice)
 425.349.1010 (fax)
 www.teotech.com
Contact: Lisa Nowak
 lisa.nowak@teotech.com
Voice Services:
 Unified Communications

The Alliance Partners
 4551 Cox Rd, Ste 475
 Glen Allen, VA 23060
 804.937.1505 (voice)
 866.341.9939 (fax)
 www.thealliancepartners.com
 info@thealliancepartners.com
Contact: Amy Humphreys
 amy.humphreys@thealliancepartners.com

Support/Other Services:
 Trade Association

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 704 Ginesi Dr
 Morganville, NJ 07751
 800.355.6722 (voice)
 732.972.6124 (fax)
 www.thebeaongroup.com
 partners@thebeaongroup.com
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Support/Other Services:
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The Compliance Group, Inc.
 1420 Spring Hill Rd, Ste 401
 McLean, VA 22102
 703.714.1313 (voice)

703.714.1330 (fax)
 www.compliancegroup.com
Contact: Jonathan Marashlian
 jsm@compliancegroup.com
Support/Other Services:
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The Conference Group
 254 Chapman Road
 Topkis Building, Ste 200
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Vtech VCS702	\$120	\$100
Vtech VCS752	\$145	\$125
Polycom IP5000	\$140	\$120
Polycom IP6000	\$190	\$170
Polycom IP7000	\$250	\$230
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seth.lblock@thermocredit.com
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Consulting
Financial Services
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TIA (Telecommunications Industry Association)

2500 Wilson Blvd, Ste 300
703.907.7700 (phone)
703.907.7727 (fax)
www.tiaonline.org
Support/Other Services:
Trade Association

Tigerpaw Software

2201 Thurston Circle, Ste 7
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402.592.4544 (voice)
402.592.7317 (fax)
www.tigerpawsoftware.com
info@tigerpawsoftware.com
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SaaS
Support/Other Services:
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www.business.twc.com/partner
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Storage
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314.594.1333 (fax)
www.tierpoint.com
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954.889.6699 (voice)
www.timelybill.com
Contact: Patrick LaJuett
plajuett@timelybill.com
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Billing/OSS
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TMCnet

800 Connecticut Ave, 1st Fl
Norwalk, CT 06854
203.852.6800 (voice)

203.853.2845 (fax)
www.tmcnet.com
mgenaro@tmcnet.com
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sales@tncii.com
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714.991.1831 (fax)
www.tonesoft.com
Contact: Tracey Whitney
info@tonesoft.com
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949.583.3700 (voice)
www.telecom.toshiba.com
Contact: Annita Avila-Sharpe
tais-td.marketing@toshiba.com
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213.995.9710 (fax)
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inquiries@unitasglobal.com
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US Conferencing

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US Signal

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Backup
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Velis4
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Fort Washington, PA 19034
800.215.5660 (voice)
Contact: Guy Yasika
gyasika@velis4.com
Voice Services:
Conferencing
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info@vincomm.net
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scott.goodwin@vincomm.net
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access@visp.net
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www.myvoip.com
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+3228080040 (fax)
www.voxbone.com
sales@voxbone.com
Contact: Christoph Busche
info@voxbone.com
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Operator Services
SIP Trunking
Toll Free
Data/Network Services:
Fax Services

VoxLinx
649 Route 206, Unit 9,
Ste 200
Hillsborough, NJ 08844
908.864.7020 (voice)
www.voxlinx.com
channelsales@voxlinox.com
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SIP Trunking
Data/Network Services:
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VoxPlus Corporation
1 Gateway Center,
Ste 2600
Newark, NJ 07102
973.799.8552 (voice)

973.622.8160 (fax)
www.voxplusllc.com
moreinfo@voxplusllc.com
Contact: Jeff Lauzon
jlauzon@voxplus.com
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Dedicated Local/LD
Mobile Voice/Data Services
Prepaid Voice/Data Services
VoIP
Data/Network Services:
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Voyant Communications, LLC
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Plymouth, MN 55447
866.629.8200 (voice)
www.voyant.com
communications@voyant.com
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Managed Network Services
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Secaucus, NJ 07094
646.276.1419 (voice)
www.vxchnge.com
Contact: Matthew Alexander
malexander@vxchnge.com
Data/Network Services:
Colocation/Data Center



Walker and Associates, Inc.
7129 Old Hwy 52
Welcome, NC 27374
800.925.5371 (voice)
336.731.6391 (voice)
336.731.3089 (fax)
www.walkerfirst.com
randy.turner@walkerfirst.com
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633 N State St
P.O. Box 427
Jackson, MS 39205-0427
601.949.4900 (voice)
601.949.4804 (fax)

www.watkinsludlam.com
Support/Other Services:
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Wave Wholesale
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Ste 500
Kirkland, WA 98033
800.246.2455 (voice)
agentquotes@wavebusiness.com
www.wavebusiness.com/agent
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Garden City, NY 11530
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www.webair.com
Contact: Gerard Hiner
sales@webair.com
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Omaha, NE 68154
Telecom: 877.727.1601 (voice)
UC: 877.489.7647 (voice)
www.west.com

West IP Communications
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Louisville, KY 40202
855.544.0455 (voice)
www.westipc.com
Contact: Chris Welch
partner@westipc.com
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720.494.6600 (fax)
www.west.com/safety-services
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Wilson
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213.542.0100 (voice)
www.wilcon.com
info@wilcon.com
Contact: Mitra Loehr
agentchannel@wilcon.com
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805.845.8906 (voice)
www.wholesalesconference.com
Voice Services:
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WISPA - Wireless Internet Service Providers Association

4417 13th St #317
St Cloud, FL 34769
260.622.5776 (voice)
www.wispa.org
Contact: Trina Coffey
tcoffey@wispa.org
Support/Other Services:
Trade Association
(See ad on page 76)

Wide Point Solutions Corp.

302 S Main St, Ste 200
Royal Oak, MI 48067
810.908.3847 (voice)
www.widepointsolutions.com
srottinghaus@widepoint.com
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Walnut Creek, CA 94597
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866.375.6040 (voice)
carrier.windstreambusiness.com
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941.923.4343 (fax)
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jrhem@wirediq.com
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720.479.3585 (fax)
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Contact: Erica Stull
estull@wideopenwest.com
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kbalke@x5solutions.com
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Lexington, KY 40508
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859.685.4601 (fax)
www.xactllc.com
info@xactllc.com
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914.592.3482 (fax)
www.xand.com
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Los Angeles, CA 90067
310.861.4700 (voice)
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info@xcastlabs.com
Contact: Susan Kelley
skelley@xcastlabs.com
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585.419.7028 (fax)
www.xelex.net
sales@xelex.net
ajmonte@xelex.net
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425.869.9050 (voice)
425.861.7863 (fax)
www.xkl.com
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partnermarketing@xo.com
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(See ad on page 47)

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www.ygnitionnetworks.com
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kameron@yiptel.com
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BullsEye Takes Aim at SD-WAN, VoIP Migration

By **Tara** Seals



In the last few months, BullsEye Telecom has continued to grow its portfolio and expand beyond its heritage as a POTS aggregator, with deep expertise in aggregating broadband, as well as SD-WAN and VoIP services. Going into 2018, the company has identified four key pillars for business growth, and it's making investments in its channel partner program to support them.

"We are hyper-focused on making sure our partner community understands our four pillars in our portfolio: SD-WAN, VoIP, broadband aggregation and POTS aggregation," said Brian Babich, vice president of channel sales at BullsEye. "We have a complete portfolio of voice and data services, and we recently inked an agreement with VeloCloud that we're very excited about."

BullsEye also is continuing to focus on business migration.

"When we aggregate POTS lines for businesses, we also bring our secret sauce to the table to convert those lines to IP," Babich said. "Our four-step process to help businesses do that – consolidate, optimize, contain and evolve – is one of our key differentiators. We bring companies on and meet them where they are – and then offer a bridge to where they want to go. We are one of the leaders in helping companies go from analog to digital. It's one thing to simply sell digital; it's another value proposition entirely to help them get there. Our process alleviates the concerns they have about transitioning to something new."

BullsEye also has seen a rapid development of market opportunities for channel partners in the VoIP

market for its sweet spot of distributed enterprises, tied to the growing demand for SD-WAN.

"VoIP growth will continue to speed up in the multi-location space, where many businesses haven't yet adopted it, contrary to popular belief," Babich said. "VoIP adoption has been slower in that segment than for other kinds of businesses. Because of the introduction of SD-WAN, we can provide even more features and functions than ever before, with an attractive cost model for large multi-location accounts – and we are seeing an uptick in growth in this area."

The other driver, he added, is the fact that many providers are decommissioning their POTS lines. "Businesses need to move faster than they think they need to or want to, and they need to take that message seriously so they're not waiting there to do it at the last minute," Babich said.

As trends develop in the broader market, the company's partner ecosystem also has evolved. It has for instance partnered with more managed service providers (MSPs) and VARs during the last year than in the three years prior. It has also seen more partners selling a combination of VoIP and broadband together.

"We're seeing a lot more of a technical sale," Babich said. "There's more consulting work happening during the install and the process of remediating circuits. These are not just consolidation efforts – overall, sales are becoming more complex – and we're there to help our partners in their role as trusted advisors."

To help partners navigate the changes, the company has contin-

ued to grow its channel management team and offers more technical resources. For instance, it has created an intermediate role that falls between channel managers and sales engineers, with SD-WAN and Broadsoft-specific knowledge.

"As we grow, we're overlaying more and more assistance for the channel in the form of targeted resources," Babich said. "It's important to us that the channel finds it easy to work with us, so we've focused on offering unparalleled compensation and support, including doing things like traveling with our partners to end user locations. We are pushing this throughout the organization as we evolve and make strategic moves that are good for our business and great for our partners as well."

The future is not without challenges for channel partners, of course, notably consolidation among vendors, which has left many relationships in a state of uncertainty. "We are stable and have been in business since 1999, and we find that partners appreciate that," Babich said. "There's significant concern out there because even master agents are consolidating."

As for 2018, Babich has a simple message for channel partners: "If you haven't worked with us, reach out, and you'll be glad you did," he said. "BullsEye's goal is to be the best carrier for multi-location national accounts for POTS and broadband aggregation, VoIP and SD-WAN. We offer aggressive compensation and a passion to help partners sell into the multi-location space, and we're committed to our partners' success." □

A

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www.acitelecom.com

Contact: Cam Walters
service@acitelecom.com

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ACS, Inc.

2416 Amsler St.
Torrance, CA 90505
800.247.9964 (voice)
www.acsagentsupport.com
Contact: Eric Asquino
quotes@acstelebroker.com

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Acuity Technologies

442 W. Kennedy Blvd.
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www.thinkacuity.com

Contact: Josh Anderson
josh.anderson@thinkacuity.com

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West IP
WOW
XO
Zayo

Voice Services:

Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
SIP trunking
Toll free
Unified communications
VoIP

Data/Network Services:

Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center services
Ethernet services
IaaS/PaaS
Integrated access
Managed network services
MPLS VPN
Private line, Point to point
SaaS
Security/Firewall
Storage
Virtual servers
WAN optimization
Wireless data access
Support/Other Services:
Billing/OSS
Consulting
Expense/mobile management
Installation

AdvancedCOM Solutions

1905 E Villa Theresa Dr
Phoenix, AZ 85022
855.223.8266 (voice)
advcomsolutions.biz

Contact: Jan Reno

jan.reno@advcomsolutions.biz

Primary Underlying Providers:

ACC Business
AT&T
CenturyLink
Charter Communications
Cox Communications
Comcast
EarthLink
Frontier
Level 3
Masergy
MegaPath
NetWolves
Savvis
Sprint
TPx
Telx
TW Telecom
Time Warner Cable
Verizon
Windstream
XO

Voice Services:

Conferencing
Dedicated Local/LD
Hosted PBX
Mobile Services
SIP Trunking
Toll Free
Unified Communications
VoIP

Data/Network Services:

Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center
Dark Fiber
Desktop Virtualization
Ethernet Services
Hosted Email
Hosted IT Services
IaaS/PaaS
Integrated Access
International Access
Managed Network Services
MPLS VPN
Private Line, point-to-point
SaaS
Security/Firewall
Storage
Virtual Servers
WAN Optimization
Web Hosting
Wireless Data Access
Support/Other Services:
Billing/OSS
Consulting
Expense/Mobile Management
Installation

Advanced Technology Consulting (ATC)

6792 Heritage Club Dr.
Mason, OH 45040
513.234.4778 (voice)
www.4atc.com

Contact: Nick Enger

nenger@4atc.com

Primary Underlying Providers:

ACC Business

Access One
Access Point
AireSpring
ANPI
Ascendum AIMS
AT&T
Birch Communications
Broad Sky Networks
Broadview
BullsEye Telecom
CenturyLink
Cincinnati Bell
The Conference Group
EarthLink
EvolveIP
Fusion
GTT
Gloablinc
GSG Communications
inContact
InterCall
Internap
Level 3
Masergy
McGraw Communications
MegaPath
PGI
Prescient Worldwide
Savvis
Shoretel
SingTel
Sonoran Integrations
Sprint
Star 2 Star
TPx
Thinking Phones
Time Warner Cable Business
Class
TNCl
T-Mobile
tw telecom
Verizon
Verizon Wireless
Virtela
West IP
Windstream
XO

Voice Services:

Dedicated local/LD
Hosted PBX
SIP trunking
VoIP
Unified communications/
collaboration

Data/Network Services:

Access (dial-up, DSL, cable, T1)
Colocation
BC/DR
Dark fiber
Private line, Point to point
Email
Ethernet services
Hosted infrastructure/platforms
Hosted Office/IT services
Integrated access
Managed network services
MPLS VPN
Security/Firewall
WAN transport
Web hosting
Wireless data access
Support/Other Services:
Consulting
Expense/Mobile management
Installation

Advantage Communications Group

125 Mineola Ave., Suite 306
Roslyn Heights, NY 11577
212.872.1700 (voice)
www.advantagecgc.com

Contact: Gene Rogers
grogers@advantagecgc.com

Primary Underlying Providers:

Acerno
AINS
CenturyLink
China Telecom
CMC
Fusion
Masergy
Rackspace
Rogers
Telefonica
TeliaSonera
Telstra
XO
Verizon
Vonage
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
SIP trunking
Toll free
Unified communications
VoIP

Data/Network Services:

Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Cloud services
Colocation/Data Center services
Disaster recovery
Ethernet services
Hosted email
IaaS/PaaS

Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
Virtual servers
WAN optimization
Wireless data access

Advoda Communications

6455 Yosemite St.
Suite 400
Greenwood Village, CO 80111
720.956.0571 (voice)
www.advoda.com

Primary Underlying Providers:

Accel Networks
AccessPoint
BullsEye
Cedar Networks
CenturyLink
Clearly
Comcast
Fastrack
FRIL
Globalinx
Hosting
inContact
Integra
IntelePeer
InterCall
Latisys
Level 3
Mammoth Networks
Masergy
MeetingOne
MegaPath
MetTel
MHO Networks
Momentum Telecom
NeoNova
PGI
SIP Advantage
Springslosting
Symmetrix
tw telecom
UNSI
Virsage
Windstream
XO
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX

Mobile services
Prepaid voice/data
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center services
Dark Fiber
Desktop virtualization
Ethernet services
Hosted email
Hosted infrastructure/platforms
Hosted Office IT services
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access

Aligned Communications

1349 Empire Central, Ste 600
Dallas, TX 75247
877.768.1855 (voice)
214.446.6101 (fax)
www.alignedcom.com
sales@alignedcom.com

Primary Underlying Providers:

ACC Business
AireSpring
Alpheus
ANPI
Appia
BCN Telecom
Birch
BullsEye
Calltower
CenturyLink
Cogent
Comcast
Consolidated Communications
Cox
Digium
EarthLink
Ecessa
Entelegr
FiberLight
Frontier

Grande
Granite
GTT
Impact
InContact
Integra
InterCall
Intermedia
Jive
Level 3
Masergy
MegaPath
Momentum
NaviSite
NeoNova
NetWolves
New Cloud
NexVortex
Nitel
One Ring
QTS
RapidScale
RingCentral
Savvis
Sky River
SkyBeam
Spectrum
Sprint
Star2Star
Suddenlink
Telefonica
TPx
Telx
Time Warner BC
TowerStream
Verizon
ViaWest
Vonage
West IP
Windstream
XO
Zayo
Voice Services:
Conferencing
Dedicated Local/LD
Hosted PBX
Mobile Services
SIP Trunking
Unified Communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center
Ethernet Services

IaaS/PaaS
International Access
Managed Network Services
MPLS VPN
Private Line, point-to-point
Virtual Servers
WAN Optimization

allConnex

141 Chestnut St
North Attleboro, MA 02760
508.660.2688 (voice)
www.allconnex.com
Contact: Steve King
sking@allconnex.com

Primary Underlying Providers:

ACC Business
AT&T
BridgeConnex
Broadview Networks
CenturyLink
Comcast
EarthLink
Level3
Lighttower
MetTel
Thinking Phone
Verizon
Vocalocity
Windstream
XO
Zone Telecom
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
BC/DR
Colocation/Data center services
Dark Fiber
Email
Ethernet services
Managed Network services
MPLS VPN
WAN transport
Web hosting
Wireless data access
Support/Other Services:
Billing/OSS
Business services
Consulting

Legal
Location-based services

Allyance

2600 Michelson Dr.
Suite 1700
Irvine, CA 92612
949.863.0025 (voice)
www.allyance.net
sales@allyance.net

Primary Underlying Providers:

ACC Business
Airband
AT&T
Broadcore
CacheFly
CenturyLink
Charter
China Telecom
China Unicom
ChinaCache
Comcast
Comstructure
Cox
Earthlink
Equinix
GTT
Highwinds
Inteltraace
Internap
KDDI
Latisys
Level3
Layer Communications
NTT
Opsource
Rackspace
Savvis
Server Central
Sprint
SwitchNAP
Tata Communications
TPx
Telnes
Telx
Terremark
Time Warner cable
tw telecom
Verizon Business
Windstream
XO
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Conferencing
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International
Mobile services

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 Access (DSO-OCn)
 BC/DR
 Colocation/Data Center services
 Email
 Ethernet services
 Hosted infrastructure/platforms
 Hosted Office IT services
 Integrated access
 Managed network services
 MPLS VPN
 Storage
 Security/Firewall
 WAN optimization
 Web hosting
 Wireless data access
Support/Other Services:
 Business services
 Expense/Mobile management
 Installation

AMD Communications, Inc.

PO Box 182
 Merrimack, NH 03054
 888.704.3183 (voice)
 www.amdcomm.com
Contact: Kyle Bowden
 sales@amdcomm.com
Primary Underlying Providers:
 Aryaka
 Arkadin
 AT&T
 Bay Ring
 BCN
 Bright House Networks
 Broad Sky Networks
 Broadview Networks
 BullsEye Telecom
 CallTower
 CenturyLink Alliance
 Charter
 Comcast Business
 DSCI
 EarthLink Business
 Evolve IP
 Exceda, Inc
 GLOBALINX
 Granite
 Green Cloud
 GTT
 iCore Networks
 inContact
 INET
 Integra
 IntelePeer
 InterCall / West IP
 Internap
 Jive
 Level 3
 Lightower
 MASERGY
 Matrix
 McGraw
 MegaPath
 Metro Optical Solutions
 MetTel
 NBS
 NetWolves
 New Horizon Comm.
 nGenX
 nitel
 OpenText
 Optimum Lightpath
 OTT
 Oxford Networks
 Pacnet
 PGI
 QTS
 RapidScale
 SAFEView
 ServerCentral
 ShoreTel Sky
 SimpleSignal
 Sprint
 Star2Star
 TPx
 Telnes
 Telx
 Thinking Phone Networks
 Time Warner Cable/NavSite
 TNCI
 TouchTone
 tw telecom
 Verizon
 Verizon Wireless
 Windstream
 XO
 Zayo
Voice Services:
 Conferencing
 Dedicated local/LD
 Hosted PBX
 SIP trunking
 Unified communications
Data/Network Services:
 Access (dial-up, DSL, cable, T1)
 Access (DSO-OCn)
 Colocation/Data center
 Dark fiber
 Desktop virtualization
 Integrated access
 International access
 Managed network services

MPLS VPN
 Private line, Point to point
 WAN optimization
 Wireless data access
Support/Other Services:
 Consulting
AMT Telecom Group
 975 E Maple Rd #212
 Birmingham, MI 48009
 800.340.1846 (voice)
 info@amtgroup.com
 www.amtgroup.com
Primary Underlying Providers:
 123Net
 AccuConference
 AireSpring
 Broadview Networks
 BullsEye Telecom
 Charter Business
 Comcast
 Fax Michigan
 First Communications
 Level 3
 Powernet
 Rj10.com
 US Signal
 Windstream
 XO
Voice Services:
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 Dedicated local/LD
 SIP trunking
 VoIP
Data/Network Services:
 Access (dial-up, DSL, cable, T1)
 Access (DSO-OCn)
 BC/DR
 Colocation/Data Center services
 Email
 Ethernet services
 Integrated access
 Managed network services
 MPLS VPN
 Private line, Point to point
 Storage
Support/Other Services:
 Billing/OSS
 Expense/Mobile management

Anavon Technology Groups

113 S. Airport Rd.
 Suite A
 Traverse City, MI 49686
 231.933.9744 (voice)
 www.anavontech.com
Contact: Russ Madsen
 rmadsen@anavon.net
Primary Underlying Providers:
 AT&T
 Broadview Networks
 Charter
 Cynergy
 Enqwest
 Spectrum
Voice Services:
 Conferencing
 Dedicated local/LD
 Hosted PBX
 Mobile services
 Prepaid voice/data
 SIP trunking
 VoIP
Data/Network Services:
 Access (dial-up, DSL, cable, T1)
 Access (DSO-OCn)
 Integrated access
 Managed network services
 MPLS VPN
 Private line, Point to point
 Security/Firewall
 WAN transport
 Web Hosting
 Wireless data access
Support/Other Services:
 Business services
 Consulting
 Installation
 Premises systems/gear

AOS Consulting

819 Anchorage Pl
 Chula Vista, CA 91914
 877.977.42.88
 www.aos-consulting.com
Contact: Trevor Shanahan
 trevor@aos-consulting.com
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 Access (DSO-OCn)
 Colocation
 Desktop virtualization
 Ethernet services
 Hosted email
 Hosted IT services
 IaaS/PaaS
 Integrated access

International access
 Managed network services
 MPLS VPN
 Private line, Point to point
 SaaS
 Security/Firewall
 Virtual servers
 WAN optimization
 Web hosting
 Wireless data access
Support/Other Services:
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 Business application
 Consulting
 Expense/Mobile management

ARG Inc

7926 Jones Branch Drive
 Suite 1150
 McLean, VA 22102
 703.770.2400 (voice)
 www.myarg.com
Contact: Erica Lord
 info@myarg.com
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 Toll free
 Unified communications
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 MPLS VPN
 Private line, Point to point
 SaaS
 Security/Firewall
 Storage
 Virtual servers
 WAN optimization
 Web hosting
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 Expense/Mobile management
 Installation

Associated Telecommunication Network (ATN)

San Diego, CA
 888.434.2586 (voice)
 www.atn-online.com
Primary Underlying Providers:
 AT&T
 CenturyLink
Voice Services:
 POTS lines
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Data/Network Services:
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 T1/T-1
 Access (DSO-OCn)
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Avant Communications

2 North Riverside Plaza
 Chicago, IL 60606
 877.312.AVANT (voice)
 info@goavant.net
 www.avantcommunications.net
Primary Underlying Providers:
 365 Data Centers
 8x8
 AccessPoint
 Allied
 Aryaka
 Ascent
 AT&T
 Bytegrid
 Calltower
 CenturyLink
 Charter
 China Telecom
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 Cogent
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 Comcast
 Cosentry
 DataPipe
 Digital Realty
 dinCloud
 Enventis
 Equinix
 EvolveIP
 Expedient
 Faction
 FiberLight
 FiberTech
 First National
 Fonicity
 Forsythe
 Fuze

Global Cloud Xchange
 Green House Data
 GTT
 Hosting
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 inContact
 IntelePeer
 Internap
 Jive
 KDDI
 Latisys
 Level 3
 LiveOps
 Masergy
 NavSite
 NetWolves
 Pacnet
 Peak10
 Phoenix NAP
 QTS
 Quest
 Rackspace
 Raging Wire
 RapidScale
 RingCentral
 Server Central
 ShoreTel
 Singlehop Hosting
 SingTel
 SoftLayer
 Steadfast
 Sunesys
 Sungard
 T5 DataCenters
 Talari
 Tierpoint
 Ubistor
 Unitas Global
 United Layer
 US Signal
 VeloCloud
 Viavest
 Viptela
 Vonage
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 Windstream
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 WAN optimization
 Web hosting
 Wireless data access

B

BCM One

521 Fifth Ave.
 14th Floor
 New York, NY 10175
 800.543.4226 (voice)
 www.bcm-tel.com
Contact: Frank Wassenbergh
 info@bcmone.com
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 Broadview Networks
 Calltower
 Cellular Optimization
 CenturyLink
 Cirrus
 Cloudgenix
 Cogent
 Coit
 Comcast
 Digital Realty
 FiberLight
 FPL
 Granite
 GTT
 inContact
 Internap
 io
 Level 3

Lightower
 Lightpath
 Masergy
 MetTel
 Microsoft
 MobileWare
 Natural Wireless
 Nextiva
 Nitel
 OneStream
 QTS
 Rainbow Broadband
 Rackspace
 Rapidscale
 RCN Business
 Retarus
 ShoreTel
 Sophia
 Spectrum
 Sprint
 Tierpoint
 TowerStream
 Verizon
 Vonage
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 Windstream
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 Security/Firewall
 Virtual servers
 WAN optimization
 Wireless data access
Support/Other Services:
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 Business application
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 Expense/Mobile management
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 Belmont, MA 02478
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 617.812.0370 (fax)
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Contact: Alex Filippov
 sales@ldpost.com
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Bridgepointe Technologies

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 650.294.4809 (fax)
 info@bpt-corp.com
 www.bpt-corp.com
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 Arkadin
 AT&T
 BCMOne
 CenturyLink
 Cogent
 Cologix
 Comcast
 CoreSite
 DataPipe
 Digital Realty Trust
 DynaLink
 Equinix
 GTT
 Integra
 IntelePeer
 Internap
 IO Data Centers
 Level 3
 LoopUP
 Masergy
 MegaPath
 NavSite

NetFortis
Nextiva
NTT
Pacnet
QTS
RapidScale
ShoreTel
Sky River
Sonic.net
SoundConnect
Spectrum Business
Sprint
Sungard
T-Mobile
TPx
Telx
Thinking Phones
Time Warner Cable
tw telecom
Unitas Global
Unity Telephone
Verizon
ViaWest
Wilnet
Windstream
XO
Zayo

Voice Services:

Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid voice/data
SIP trunking
VoIP

Unified communications

Data/Network Services:

Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center services
Ethernet services
Hosted email
Hosted infrastructure/platforms
Hosted Office IT services
Integrated access
International access
Managed network services
MPLS/VPN
Private line, Point to point
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access

Broadline Solutions

763.235.2000 (voice)
www.broadlinesolutions.com
info@broadlinesolutions.com

Primary Underlying Providers:

ANPI
APX
AT&T
BullsEye
Comcast
Consolidated Communications
Fuze
Granite
inContact
Integra
InterMedia
Masergy
NaviSite
Nextera
NexVortex
Nitel
Peak10
PGI
RapidScale
ServerCentral
ShoreTel
Softlayer
Spectrotel
Stratus
ViaWest
West IP
Windstream
XO
Zayo

Voice Services:
Contact center
Mobile
Unified communications
VoIP

Data/Network Services:
BC/DR
Cloud services
Colocation
Desktop virtualization
Hosted email
Internet access
Storage
Virtual servers
WAN services

Business Network Team

2 Berea Commons, Ste 205
Berea, OH 44017
440.625.1955 (voice)
www.bnteam.com
Contact: Kurt Nelson
knelson@bnteam.com
Voice Services:
Dedicated Local/LD

Hosted PBX
SIP Trunking
Toll Free
Unified Communications
VoIP

Data/Network Services:

Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center
Dark Fiber
Ethernet Services
IaaS/PaaS
Integrated Access
International Access
MPLS/VPN
Private Line, point-to-point
Security/Firewall
Support/Other Services:
Consulting
Installation



C3 - Cloud Computing Concepts

110 East Atlantic Ave, Ste 420
Delray Beach, FL 33444
516.939.4000 (voice)
www.c3cloud.com

Contact: Dino Morra

dmorra@c3cloud.com

Voice Services:

Conferencing
Contact/Call Center
Dedicated Local/LD
Hosted PBX
Mobile Voice/Data Services
SIP Trunking
Toll Free
Unified Communications
VoIP

Data/Network Services:

BC/DR
Cloud Services
Colocation/Data Center
Desktop Virtualization
Ethernet Services
Hosted Email
Hosted Infrastructure/
Platforms
IaaS/PaaS
International Access
IoT
Managed IT Services
Managed Network Services
MPLS/VPN
Private Line, point-to-point
SaaS
SD-WAN
Security/Firewall
Storage
Virtual Servers
WAN Optimization
Wireless Data Access
Support/Other Services:
Consulting
Premises Systems/Gear
(See ad on page 83)

Carrier Access, Inc.

12129 University Ave.
Suite 2000
Clive, IA 50325
800.373.7548 (voice)
515.440.0595 (fax)
www.carrieraccessinc.com
sales@carrieraccessinc.com

Primary Underlying Providers:

AireSpring
AT&T
Aureon
Barracuda
BullsEye
CenturyLink
Check Point
Cogent
Coit
Cologix
ConnectWise
Datto
Dell
Digital Realty
Equinix
Frontier Communications
Granite
Ingram
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Internap
Jenete
Klarraatee
Masergy
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MetTel
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RCN
Shaw
Spectrum
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Symantec
Synnex Corp
T-Mobile
Tata
Tegile
Unite
Veeam
Verizon
Visage
West IP
Windstream
Zayo

Voice Services:
Conferencing
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Hosted PBX
Mobile services
Prepaid voice/data
SIP trunking
VoIP
Unified communications

Data/Network Services:

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Hosted IT services
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Integrated access
International access
Managed network services
MPLS/VPN
Private line, Point to point
SaaS
Security/Firewall
Storage
Virtual servers
WAN optimization
Wireless data access
Support/Other Services:
Business services
Expense/Mobile management

Carrier Consulting

531 Main St. Ste. 650
El Segundo, CA 90245
800.987.4000 (voice)
www.carrierconsulting.com
Contact: Jonathon Marder
info-la@carrierconsulting.com
Primary Underlying Providers:
ACC Business
Access Point
Adtran
Airband
AireSpring
AT&T
Avaya
Broadview
BullsEye Telecom
CenturyLink
Charter Business
Cisco
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Conference Plus
Copper Conferencing
DynaLink
EarthLink

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Lightyear
Masergy
MegaPath
Mitel
NEC
Nortel
PGI
Polycom
Powernet
Samsung
ShoreTel
Sprint
Switch and Data
TCast
TPx
Telnes
Time Warner Business Class
T-Mobile
TNCI
Toshiba
tw telecom
UCN
Verizon
Windstream
XO

Voice Services:
Conferencing
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Mobile services
Prepaid voice/data
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Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center services
Email
Ethernet services
Integrated access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
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Toll free
Unified communications
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C3 Focuses on Expanding Sales, Cybersecurity and Partner Enhancements



By **Tara** Seals

Cloud Computing Concepts (C3) has been rapidly expanding both its partner ecosystem and its portfolio, focusing in on next-generation technologies and holistic solutions for its business customers. As 2017 draws to a close, we sat down with Rick Mancinelli, founder and CEO, to discuss C3's channel strategy and portfolio priorities going forward.

ChannelVision: Tell me a bit about C3's latest portfolio initiatives that would be of interest to the channel community.

Rick Mancinelli: C3 has recently added a full suite of integrated security solutions, which include endpoint protection, edge security, anti-phishing training and evaluation, and data loss prevention. These solutions are available in both hardware and virtual versions, with or without management, and can all be procured on a monthly basis. C3 also will soon release its wireless connectivity solutions in partnership with AT&T Wireless and Verizon Wireless, thus enabling technologies such as wireless WAN failover and connectivity for the rapidly growing internet of things (IoT) market.

CV: What do you think are the greatest market opportunities for channel partners in the market today? What about the greatest challenges?

RM: We continue to believe the greatest opportunity is in providing clients with a single source for all of their telecom, technology, support and security needs. Channel partners are rewarded with stickier long-term relationships and significantly increased revenue per client. Their clients benefit by way of consolidated billing, cost reduction via bundling, and shorter time to repair when problems arise. This strategy does, however, require a com-

mitment to ongoing training and, most importantly, a vendor partner that can deliver on their behalf.

CV: How has your partner ecosystem changed in the past year or so, and what do you expect going into 2018?

RM: Our partner ecosystem has been evolving at a rapid pace, with our most successful partners now engaging with their clients on even the most complex business challenges. This is important, of course, because technologies are advancing, and client needs are becoming much more sophisticated. Conversations focused solely around cost-savings rarely go very far. As we head into 2018, we see a continued separation between traditional and the so-called next-generation partners that take a true interest in the business outcomes of their clients.

CV: What investments is C3 making in the channel community of late in terms of support, customer service, tools, program enhancements, etc.?

RM: One initiative that C3 is excited about is the parallel development of our new client and partner portals. Both will be available via mobile app or web interface and will include features which allow for collaboration between partners, clients and C3. We also continue to invest in our pre-sales team and training initiatives and will be announcing our first market development funds (MDF) program in early 2018.

CV: How has your channel ecosystem evolved in the last few months, and what's driving that evolution?


RM: We are seeing some additional interest on the wholesale side from larger partners that want to inte-

grate technologies such as VDI, mobile device management and security into their practices, but simply do not have the depth of expertise to do so. In situations like this, a wholesale relationship can dramatically shorten a partner's time to market while providing significant revenue and margin enhancements.

CV: What's guiding your overall company mission going forward?

RM: In short, our partners and their clients. We keep two fingers on the pulse of technology to make sure that we are bringing the appropriate solutions to market, while at the same time keeping both ears open as our partners and clients continually communicate what they need from us to be successful. In the end, our success is 100% driven by the success of our partners and their clients.

CV: Is there anything else that you'd like to highlight for channel partners, i.e., company expansion, major differentiators, channel program changes, etc.?

RM: 2017 has certainly been an exciting year for C3. Our hosting platforms in Miami, New York and Las Vegas all saw significant expansion, and our Cleveland-based hosting platform will be online and generally available in Q1 of 2018. We also are currently exploring an expansion into Canada, specifically in Montreal and Toronto. Hurricanes Harvey, Irma, and Maria reminded all of us just how important disaster recovery, business continuity and geo-redundancy can be, and Equifax, Saks Fifth Avenue and Chipotle all continued to reinforce the fact that network security cannot be overlooked. 



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Vonage
West IP
Windstream
WOW
XO

Zayo
Voice Services:
Dedicated local/LD
Hosted PBX
Prepaid voice/data
SIP trunking
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center services
Desktop virtualization
Ethernet services
Hosted email
Hosted IT services
IaaS/PaaS
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
SaaS
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access


CTG3
15821 NE 8th St #160
Bellevue, WA 98008
800.775.9312 (voice)
425.696.1337 (fax)
www.ctg3.com
Contact: Tony Cheng
tony@ctg3.com
Primary Underlying Providers:
ACC Business
AccelNet
AireSpring
BroadSky
Broadview
CenturyLink
Charter
Comcast
Forethought
Frontier
Granite
Hurricane Electric
Integra
Level 3
Mammoth Networks
ViaWest
Wave Broadband

Windstream
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Dark fiber
Email
Ethernet services
Managed network services
MPLS VPN
Private line, Point to point
Storage
WAN transport
Support/Other Services:
Energy services

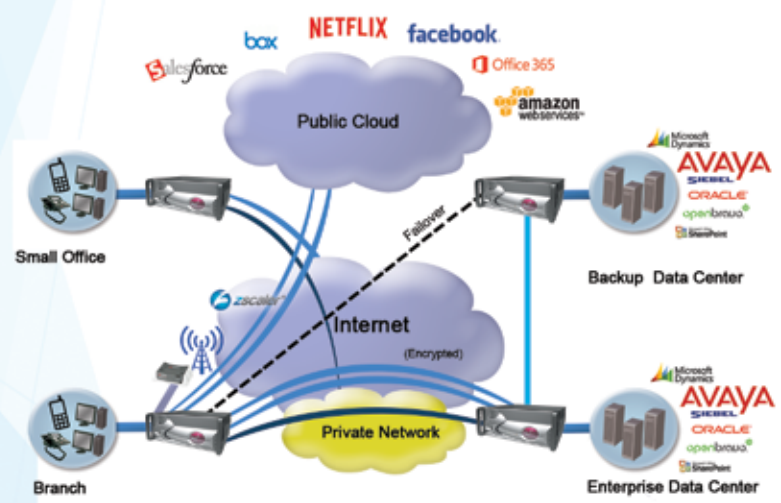
D
DataTel Solutions
875 Laurel Dr.
Roseville, CA 95678
916.825.2267 (voice)
www.datatelsolutions.com
jpoints@datatelsolutions.com
Primary Underlying Providers:
ACC Business
AireSpring
AT&T
CenturyLink
Charter
Cogent
ColoTraq
Comcast
Cox
Datatel
Dial 411
Easton
First Communications
Integra
ITS
Global Crossing
Level 3
MegaPath
New Edge
Nitel
PGI
Sprint
SureWest

TPx
TeleSphere
tw telecom
Verizon
Windstream
XCast
XO
Zayo
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid
SIP trunking
Tell free
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Colocation/Data center services
Desktop virtualization
Ethernet services
Hosted email
Hosted IT services
IaaS/PaaS
Integrated access
International access
Managed network services
MPLS VPN
SaaS
Security
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Business applications
Consulting
Contact center
Expense/Mobile management
Installation
Premises systems/gear
Digital Planet Communications, Inc.
8975 33rd St North
Lake Elmo, MN 55042
651.233.5800 (voice)
651.233.5801 (fax)
www.dpcinc.com
info@dpcinc.com
Primary Underlying Providers:
ACC Business
Access One

AccessPoint
AT&T
Avaya
Broadsky
Broadview Networks
CenturyLink
Comcast
Confertel
Copper Conferencing
EarthLink
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Globalinx
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InterCall
Intronis
Level 3
Masergy
McGraw
MegaPath
Netwolves
nGenx
One Communications
Optimum Lightpath
PGI
Polycom
Savvis
Sophos
Sprint
TPx
TeleShere
telx
Time Warner Cable
TNCI
tw telecom
Windstream
XO
Zone Telecom
Voice Services:
Conferencing
Dedicated local/LD
Mobile services
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Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center services
Ethernet services
Hosted email
Hosted IT services
IaaS/PaaS
Integrated access
International access



SD-WAN / HYBRID WAN



- Improve user experience by increasing network performance
- Improve network reliability with hybrid WAN connections
- Augment network visibility with enhanced reporting
- Fortify network security with encryption and MPsec
- Lower network total cost of ownership with low cost additional lines
- Decrease time to deploy new sites, services, or bandwidth

Managed network services
MPLS VPN
Private line, Point to point
SaaS
Security/Firewall
WAN optimization
Wireless data access
Support/Other Services:
Billing/OSS
Business application
Consulting
Contact center
Energy services
Expense/Mobile management
Installation
Legal/Regulatory/Compliance
Premises systems/gear

E

ECT Telecom
8668 Navarre Pkwy.
Suite 105
Navarre, FL 32566
850.664.3071 (voice)
772.325.2297 (fax)
www.ecttelecom.com
Contact: Kenny Wilder
kenny@ecttelecom.com
Primary Underlying Providers:
A+ Conferencing
ACC Business
Accel Networks
Airband
AireSpring
AT&T
CenturyLink
Cogent
Covad
Global Crossing
InContact
IntelePeer
Level 3
Masergy
MegaPath
Nitel
Nuvox
PCCW
PGI
Powernet
ShoreTel
Sprint
Telecom Recovery
TNCI
TouchTone
Verizon
West IP
Windstream
XO
Voice Services:
Conferencing
Hosted contact center
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center services
Desktop virtualization

Hosted email
Managed network services
MPLS VPN
Private line
Web hosting
Wireless data access
eSquared Communications
560 E 3rd St.
Suite 202
Lexington, KY 40508
859.685.4600 (voice)
859.685.4601 (fax)
www.esquaredcom.com
Primary Underlying Providers:
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Airespring
AT&T
Broadvox
BullsEye Telecom
CenturyLink
EarthLink
Ernest Communications
First Communications
Granite
Insite Business
Itemize
Level 3
MetTel
NuVox
One Communications
Powernet
QX.Net
Sprint
Thinking Phone
Time Warner cable
T-Mobile
TNCI
Verizon
XO Communications
Windstream
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Ethernet services
Integrated access
Managed network services
MPLS VPN
Private line
Security/Firewall
Wireless data access
Support/Other Services:
Expense/Mobile management
eXemplify
8111 LBJ Freeway, Ste 1425
Dallas, TX 75251
469.361.5700 (voice)
www.exemplifygroup.com
Contact: Robert Hayes
rhayes@exemplifygroup.com
Primary Underlying Providers:
8x8
ACC Business
Appia
Aryaka
AT&T

Birch
Bright House
BullsEye
Call Tower
Cellular Optimization
CenturyLink
China Telcom
Cogent
Cofit
Comcast
Cox
Cyrus One
Data Bank
Digital Realty
EarthLink
Equinix
EvolvIP
Fiberlight
Global Could Exchange
Granite
Green House Data
GTT
InContact
Internap
Jive
Level3
Live Ops
Masergy
Mitel
NetWolves
NexVortex
Nitel
NTT
One Ring
Pan Terra
PCCW
Peak 10
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QTS
Quest
Rackspace
RapidScale
ShoreTel
Singtel
Spectrum Business
Sprint
Star2Star
Suddenlink
Sungard
T-Mobile
TPx
Tierpoint
Telx
Time Warner Cable
Transbeam
Vazata
Verizon
ViaWest
Vonage Business
West
Windstream
WOW
Xfinity
XO
Yiptel
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid
SIP trunking
Toll Free
VoIP

Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Cloud services
Colocation/Data center services
Dark fiber
Desktop virtualization
Ethernet services
Hosted email
Hosted infrastructure/platforms
IaaS/PaaS
Integrated access
International access
IoT
Managed IT
Managed network services
MPLS VPN
Private line, Point to point
SaaS
Security/Firewall
Virtual servers
WAN optimization
Web Hosting
Wireless data access
Support/Other Services:
Business applications
Consulting
Installation
Expert Technology Associates
400 Davis Dr #100
Plymouth Meeting, PA 19462
610.828.0800 (voice)
www.expertta.com
Contact: Kim Staro
kstaro@expertta.com
Voice Services:
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Dedicated local/LD
Hosted PBX
Mobile services
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Unified communications
VoIP
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Web hosting
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Support/Other Services:
Billing/OSS
Business application
Consulting
Contact center
Energy services

Expense/Mobile management
Installation
Legal/Regulatory/Compliance
Premises systems/gear
G
Global Communications Group (GCG)
10333 E Dry Creek Rd
Suite 320
Englewood, CO 80112
303.865.9000 (voice)
www.gcgcom.com
Primary Underlying Providers:
8x8
Advantix
AireSpring
Alert Logic
Arkadin
AT&T
AWS
BCM One
Bell Canada
Birch
Broadview
BullsEye
Calltower
CenturyLink
China Telecom
China Unicom
Cogent
Cologix
Colt
Comcast
CoreSite
Cox
CyrusOne
DataPipe
Digital Fortress
Digital Realty
Equinix
EvolvIP
Expereo
Five9
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Frontier
Global Capacity
Granite
Green House Data
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Tata
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SaaS
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Business services
Expense/Mobile management
IT Integration services
Premises systems/gear

Global Systems Telecom Inc.
5489 Wiles Rd. #301
Coconut Creek, FL 33073
954.623.6300 (voice)
www.gstpartners.com
Contact: Geoffrey McCarroll
geoffrey@gstpartners.com
Primary Underlying Providers:
8x8
ACC Business
Agent Alliance
AireSpring
AT&T
Brich
Broadmart

BullsEye
Colo5
Comcast
EarthLink
Fathom Voice
FiberLight
Gafachi
Granite
InContact
Level 3
Masergy
Mitel
NetWolves
Nexogy
PGI
RapidScale
QTS
Telnes
The Alliance
Thinking Phone
Time Warner Cable
tw telcom
Verizon
WCS
West IP
Windstream
XO
and many others
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
IP Telephony
Mobile services
Prepaid voice/data services
SIP Trunking
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center
Email
Ethernet services
Hosted infrastructure/platforms
Integrated access
Managed network services
MPLS VPN
Private line, Point to point
Storage
WAN optimization
Web hosting
Support/Other Services:
Expense/Mobile management

Global Telecom Solutions
1501 6th St.
Detroit, MI 48226
313.371.9440 (voice)
www.gtsdirect.com
Contact: Mark Stackpoole
info@gtsdirect.com
Primary Underlying Providers:
123.NET
8x8, Inc.
ACC Business
AireSpring
ANPI
AT&T
Birch Communications
Brighthouse Networks
CenturyLink
Charter Business
CloudRoute

Comcast Business
Earthlink
First Communications
Fonality
Frontier
Grid 4
Level 3
Masergy
Megapath
Metro Wireless
Nitel
NTT Communications
PGI
Rackspace
RapidScale
Ryaka
Spectrum Business
TPx
Telnet
Time Warner Cable BC
US Signal
Vonage Business
VOXOX
Windstream
WOW! Business
XO
Voice Services:
Conferencing
Hosted PBX
Mobile
SIP trunking
Toll free
Unified communication
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
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Colocation/Data Center services
Desktop virtualization
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Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Billing/OSS
Business application
Consulting
Expense/Mobile management
Installation
Premises systems/gear

GMG Communications
3333 S Congress Ave
Suite 200
Delray, FL 33445
945.709.8345 (voice)
www.gmgcommunications1.com
Contact: Gregg Goldstein
gg@gmgcommunications1.com
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX

Mobile services
Prepaid voice/data services
SIP trunking
Toll free
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VoIP
Data/Network Services:
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MPLS VPN
Private line, Point to point
SaaS
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Consulting
Installation

GreenAppX
6000 Fairview Rd.
Suite 1200
Charlotte, NC 28210
877.207.9555 (voice)
www.greenappx.com
Contact: Jim Safran
jim@greenappx.com
Primary Underlying Providers:
BlueTie
DataMotion
Global Relay
GoMeetNow
McAfee
McAfee
Microsoft
Mozy
OfficeDesktop
Skoot
Spontania
US DataVault
WebEx
Cloud Services:
Business Continuity
Business Process
Conferencing
Remote Email
Remote IT management
Security/Firewall
Virtual Desktop

Green Razor Communications
30101 Agoura Ct, Ste 212
Agoura Hills, CA 91301
818-309-4000 (voice)
www.greenrazor.com
Contact: Paul Bedigan
paul@greenrazor.com
Primary Underlying Providers:
8x8
ACC Business
Accel Networks
AccessPoint

AireSpring
ANPI
BandTel
BCE
Birch
BroadSky Networks
Broadview Networks
Bullseye Telecom
California Internet
Centurylink
Charter Business
China Unicom
Cincinnati Bell
Cogent
Colotraq
Colt Telecommunications
Comcast
CoreSite
CounterPath
Cox Business
Datavo
DynaLink
EarthLink
Ernest
Evolve IP
Fonality
Frontier
Glacial Energy
GTT
inContact
Integra
Intelepeer
InterCall
Intermap
iTEMize
Jive
KDDI America
Latisys
Level 3
Lighttower
Lightpath
Masergy
Mediacom
MegaPath
Message Broadcast
NetTel
NaviSite
NetWolves
Nexia
Nitel
NTT Communications
PCCW
PGI
QTS
RapidScale
ShoreTel
Singtel
Sky
Spectrum
Spring
Star2Star
Stratus Networks
Sungard
TATA
Telecom Recovery
TPx
Telstra International
Telx
Time Warner Cable Business
Class
T-Mobile
TouchTone
Towerstream
US Signal
Vectus Wireless

What is the best way for MSPs to approach UCaaS and CCaaS opportunities?

TEAM-UP WITH THE MASTER SOLUTIONS PROVIDER!



● Create a stream of recurring revenue based on OPEX model for Cloud services



● Protect your customers from being "eaten" by the carrier's one-stop-shop solutions



● Leverage our dedicated team of UCaaS/CCaaS experts to help you drive the sale



● Your deployment and support are being handled by a team of UCaaS/CCaaS experts

866-510-8547 www.Agents.LANtelligence.com

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Verizon Wireless
ViaWest
Voxox
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Wilcon
Windstream
XO Zayo
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Conferencing
Dedicated Local/LD
Hosted PBX
Mobile Services
SIP trunking
Toll free
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
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Dark fiber
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Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
SaaS
Security
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access

Group9 Communications
3290 Cobb Galleria Pkwy
Suite 15003
Atlanta, GA 30339
678.403.8863 (voice)
www.group9com.com
Contact: Tom Fabiano
tfabiano@group9com.com
Voice Services:
Hosted PBX
SIP Trunking
VoIP
Support/Other Services:
Consulting
Expense/Mobile management
Premises systems/gear

Infolink Communications
2801 Turner Grover Dr North
Greensboro, NC 27455
800.625.2860 (voice)
336.282.7244 (fax)
www.infolinktele.com
heather@infolinktele.com
Primary Underlying Providers:
ACC
Accel Networks
AccuConference
Advantix
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Comcast
DukeNet
Earthlink
Ernest
GTT
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Integra
Level 3
Masergy
MegaPath
NetWolves
New Cloud
Nitel
Optimum Lightpath
Powenet
Reallinx
StartMeeting
Suddenlink
TPx
Telnes
Telx
Time Warner Business Class
tw telecom
UNSI
Verizon Business
Vocal IP
West IP
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Voice Services:
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Mobile services
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Dark Fiber
Ethernet services
Hosted Office IT services
Integrated access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Support/Other Services
Expense/Mobile management

Information and Communication Services, LLC
175 S Third St
Columbus, OH 43215
614.285.4901 (voice)
www.team-icsc.com
Contact: Curtis Davis
cdavis@team-icsc.com
Primary Underlying Providers:
AT&T
Bresco
CenturyLink
Cologix
Comcast
Cox
Frontier
Masergy
MegaPath
Mitel
NetWolves
Nitel
Spectrum Business
Time Warner Cable
Verizon
Windstream
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Mobile Services
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Dark Fiber
Ethernet Services
Managed Network Services
Security/Firewall
Virtual Servers
WAN Optimization

Innovative Business Solutions
202 6th St #402
Castle Rock, CO 80104
720.407.2235 (voice)
www.innovative-business.net
Contact: Marren Wanggaard
info@innovative-business.net
Primary Underlying Providers:
Comcast
Spectrum
Ring Central
Vonage
Bigleaf
Ecessa
Allstream
Many others
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
SIP trunking
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Colocation/Data center services
Ethernet services
Hosted email
Integrated access
MPLS VPN
Private line, Point to point
Storage

Innovative Telecom Group Inc
9005 Overlook Blvd
Brentwood, TN 37027
488.329.5961 (voice)
www.innovativetelegrp.com
Contact: Christopher Taylor
ctaylor@innovativetelegrp.com
Voice Services:
Conferencing
Dedicated Local/LD
Hosted PBX
Mobile
Prepaid
SIP trunking
Toll free
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Colocation/Data center

Desktop virtualization
Ethernet services
Hosted email
Hosted IT services
IaaS/PaaS
Integrated access
International access
Managed network services
MPLS VPN
Private line, point to point
SaaS
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Business applications
Business services
Consulting
Contact center
Expense/Mobile management

Integral Choice Inc.
877.948.3526 (voice)
www.integralchoice.com
Primary Underlying Providers:
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CenturyLink
Clarity
Comcast
EarthLink
GTT
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Nitel
OneRing
Retarus
Spectrum
TPx
Verizon
West IP
Windstream
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VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Ethernet
MPLS VPN
Support/Other Services:
Expense/Mobile management

Intelisys
1318 Redwood Way
Suite 120
Petaluma, CA 94954
800.615.8330 (voice)
www.intelisyscorp.com
info@intelisys.com
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ACC Business
Access One
Access Point
Advantix
AireSpring
Alpheus
Appia
Arkadin
AT&T
Arvig
Aryaka
BCN Telecom
Bigleaf
Birch
Buetone
Bright House
BroadSky
Broadview
BullsEye
CallTower
Consolidated Communications
CenturyLink
Cogent
Cologix
Colt
Comcast
CoreSite
Corvisa
DataSite
Digital Realty
EarthLink
Electric Lightwave
Equinix
EvoIP
Exceda
Excelerate360
Expereo
FiberLight
Fibernet
First Communications
First Light
Five9
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Fusion
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GTT
Hibernia
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iNet Communications
IntelePeer
iTel Partner
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Level 3
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Nitel
NTT
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RapidScale
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ServerCentral
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Sierra Wireless
SpectroTel
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UnitedLayer
US Signal
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ViaWest
Vigilant
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XO Communications
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Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Billing/OSS
Business application
Consulting
Contact center

Energy services
Expense/Mobile management
Installation
Legal/Regulatory/Compliance
Premises systems/gear

Intellex Communications Corp.
1129 Gaskin Rd #200
Richmond, VA 23238
804.201.4444 (voice)
www.intellexcommunications.com
Contact: James Booker
info@intellexcommunications.com
Primary Underlying Providers:
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Primus
Sprint
Verizon
Windstream
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid voice/data
VoIP
Data/Network Services:
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Access (DS0-OCn)
BC/DR
Colocation/Data Center services
Hosted email
Integrated access
Managed network services
MPLS VPN
Private line, Point to point
WAN optimization
Support/Other Services:
Billing/OSS
Business services
Consulting
Expense/Mobile management
Legal/Regulatory/Compliance
Location-based services
Testing/Certification

Interactive Telecom Solutions
12 Rt 17N, Ste 120
Paramus, NJ 07652
201.845.5515 (voice)
201.221.7567 (fax)
www.i-telecom.com
Contact: Brett Diamond
bdiamond@i-telecom.com
Primary Underlying Providers:
ACC Business
Altice
AT&T
Axiom Fiber
BCM One
Broadview Networks
Cablevision
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Cervalis
Cogent
Cologix
Colt
Comcast
CoreSite
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DSCI
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EUNetworks
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GlobeNet
Granite
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IPC
Hibernia
Level 3
Lightpath
Lighttower
Masergy
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NTT Communications
Nuwave Communications
Optimum
Perseus
RCN Business
ShoreTel
SpectroTel
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www.ics3.net
Primary Underlying Providers:
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CenturyLink
Comcast
Juniper
McAfee
Optimum Lightpath
PGI
Time Warner Business Class
Voice Services:
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IP Telephony
SIP Origination & termination
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Ethernet services
Hosted infrastructure/platforms
Private line, Point to point
Security/Firewall
WAN optimization
Support/Other Services:
Consulting
Expense/Mobile management
Premises systems/gear

iQwired Communications
PO Box 460099
Denver, CO 80246
303.468.4815 (voice)
303.847.9179 (fax)
www.iqwired.net
info@iqwired.net
Primary Underlying Providers:
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A+ Conferencing
ACC Business
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Access Point
Access2Go
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McGraw
MegaPath
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MHO
Microsoft
NetWolves
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NTT Communications
One Communications
PCCW
Powernet
PGI
Pulsar
Ring Central
Rise Broadband
Simple Signal
SingTel
Smoothstone
Speakeasy
Sprint
Sungard
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TCAST Communications
Telecom Recovery
TPx
Telesphere
TelNes
TelX
Terremark
Time Warner Cable
TMC
TNCI
Total Call / OPEX
TouchTone
TSI
TW Telecom
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Velocity Networks
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Verticomm
ViaWest
Windstream
XO
Zayo
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Hosted PBX
SIP trunking
VoIP
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Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center services
Desktop virtualization
Ethernet services
Hosted email
Hosted IT services
IaaS/PaaS
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
SaaS
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Business services
Consulting
Expense/Mobile management

ITD Solutions Inc.
2 Neptune Road
Suite 413
Boston, MA 02128
617.884.2426 (voice)
www.itdpartners.com
Contact: Darren Tessitore
darren@itdsolutions.net
Primary Underlying Providers:
AireSpring
Alteva
Appia Communications
AT&T
Broadview Networks
CenturyLink
Charter
DSCI
Earthlink
Evolve IP
Hosting
Hostway
Jive
NaviSite
NEF
NeoNova
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PGI
Polycom
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Server Central
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SIP trunking
Unified communications
VoIP
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Hosted email
Hosted infrastructure/platforms
Hosted Office IT services
MPLS VPN
Storage
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Premises equipment

Telecom
Los Angeles CA
323.602.0420
www.itelecom.com
geoff@itelecom.com
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Colocation/Data Center services
Desktop virtualization
Ethernet services
Hosted email
Hosted IT services
IaaS/PaaS
Integrated access
International access
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SaaS
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Virtual servers
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Business application
Consulting
Installation
Legal/Regulatory/Compliance
BC/DR

Ivad Communications
9511 Miennan Ave
Northridge, CA 91343
www.ivadcommunications.com
Contact: David Rosen
drosen@ivadcommunications.com
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Sprint
TPx
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Mobile Services
SIP Trunking
Toll Free
Unified Communications
VoIP
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Access (DS0-OCn)
Colocation/Data Center
Dark Fiber
Hosted IT Services
Integrated Access
International Access
Managed Network Services
MPLS VPN
Private Line, point-to-point
SaaS
Security/Firewall
Web Hosting
Wireless Data Access
Support/Other Services:
Business Applications
Consulting
Energy Services
Premises Systems/Gear

J
James Communications Corp.
800.745.4170 (voice)
www.jamescom.com
Contact: Brad James
brad@jamescom.com
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AT&T
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Masergy
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SkyRiver
Telnes
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Towerstream
Verizon
Windstream
XO
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Mobile services
POTS line
SIP Trunking
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King Communications
1566 W. Algonquin Rd.
Suite 218
Hoffman Estates, IL 60192
847.776.7777 (voice)
847.574.7410 (fax)
www.kingcommunications.com
SelecTel/opportunities.shtml
Contact: Ron Bohm
rbohml@kingcommunications.com
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CenturyLink
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Masergy
Nitel
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TouchTone Communications
West IP
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Prepaid voice/data
SIP trunking
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8060 SW Pfaffle
Tigard, OR 97223
844.267.5464 (voice)
www.kingcom.com
Contact: Steve Wentzel
salessupport@kingcom.com
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Charter
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Lightpath
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tw telecom
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Access (DS0-OCn)
BC/DR
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Ethernet services
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Hosted infrastructure/platform
Hosted Office IT services
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International access
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760.444.9117 (voice)
www.lantelligence.com
Contact: Galina Marcus
gmarcus@lantelligence.com
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info@liquidnetwork.com
www.liquidnetwork.com
Contact: Don Douglas
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PO Box 481
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Contact: Alex Filippov
sales@ldpost.com

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Contact: Ron Carmanico
rcarmanico@manicenterprises.com

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818.732.9806 (voice)
www.metromarkets.com

Contact: Kimball Johnson
market@metromarkets.com

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4901 Olde Towne Pkwy, Suite 200
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770.649.1919 (voice)
www.microcorp.com

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End Outages
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inContact
IntelePeer
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Mitel

350 Legget Dr.
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Hosted infrastructure/platforms
Virtual servers
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Mobility Hub

999 Corporate Dr #100
Ladera Ranch, CA 92694
949.424.0682 (voice)
www.mobilityhub.com

Contact: Paul Martineau
paul@mobilityhub.net

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AT&T
Sprint
AT&T
Voice Services:
Mobile

Motivity

1341 W Fullerton Ave #357
Chicago, IL 60614
866.436.4239 (voice)
motivitycom.com

Contact: Bill Leutzinger
info@motivitycom.com

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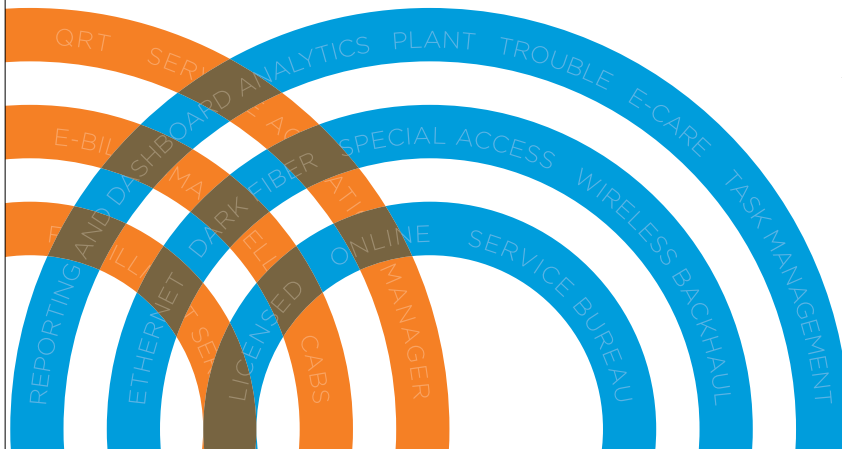


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2150 Washington St, Ste 100
Newton, MA 02462
617.597.6800 (voice)
www.nefiber.com
www.fiberlocator.com
Contact: John Pomposello
jpomposello@nefiber.com
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Crossriver Fiber
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FiberLight
Fiber Media
Fortrust
Internap
Latisys
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Parallel
Peak 10
QTS
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Stream Data Centers
Sunesys
Sungard
T5 Data Centers
Time Warner Cable
Telx
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Xand
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Colocation/Data Center
Dark Fiber
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International Access
Managed Network Services
MPLS VPN
Private Line, point-to-point
SaaS
Storage
Virtual Servers
WAN Optimization
Web Hosting
Wireless Data Access
Support/Other Services:
Consulting
Installation

Network Consulting Group
175 Yorba Linda St.
Tustin, CA 92780
714-505-1050 (voice)
www.ncgtelecom.com
Contact: John Wheels
sales@ncgtelecom.com
Primary Underlying Providers:
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AT&T
CenturyLink
Comcast
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Sonic.net
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Mobile services

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SaaS
Virtual servers
WAN optimization
Web hosting
Wireless data access
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Expense/mobile management
Installation

New Horizon Communications Group
420 Bedford St.
Suite 250
Lexington, MA 02420
800.600.4642 (voice)
www.nhcgpr.com
Contact: Glen Nelson
gnelson@nhcgpr.com
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Access (DS0-OCn)
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Ethernet services
Managed network services
MPLS VPN
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WAN optimization
WAN transport
Web hosting
Wireless data access

Nice Touch Communications
41 Union Square West
New York, NY 10003
212.584.2350 (voice)
www.nicetouch.net
info@nicetouch.net
Primary Underlying Providers:
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ATC
American Telesis
AT&T
Birch
Blue Diamond Solutions
Broadview
Cablevision
CenturyLink
Charter
China Unicom
China Telecom
Cincinnati Bell
Cogent
Cologix
Comcast
CoreSite
CyrusOne
DSCI
EarthLink
Equinix
FiberLight
Frontier
GTT
Internap
KDDI
Level 3
Lighttower
Masergy
MegaPath
MetTel
Mosaic Networks
NaviSite
Netwolves
NTT
OneStream
PCCW
Peak10
Powernet
QTS
Shoretel
Singtel
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Sprint
Star2Star
Sungard
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TPx
Time Warner Cable
Towerstream
T-Mobile

Transbeam
UNSI
US Signal
Verizon
ViaWest
West IP
Zayo
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WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Billing/OSS
Expense/Mobile management
Premises systems/gear

Novacom, Inc.
1911 Grayson Highway
Grayson, GA 30017
678.710.6800 (voice)
www.novacom-inc.com
Contact: Jeff
jeff@novacom-inc.com
Primary Underlying Providers:
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Access Point
Appia
Arkadin
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BCN Telecom
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BullsEye Telecom
Calltower
CenturyLink
Charter Business
Cogent
Comcast
Copper Conferencing
EarthLink
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Granite
Greencloud Technologies
GTT
iCore
iNet Communications
Integra
InterCall
Jive
Level 3
LiveOps
Masergy
Matrix
McGraw Communications
Metro Optical
NBS
NetWolves
Nitel
Optimum Lightpath
Pacnet
PGI
Phoenix Sentry
QTS
RapidScale
SAFEView
Server Central
ShoreTel
Simple Signal
Sprint
Star2Star
SuddenLink
TPx
Telx
Telx
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Time Warner Cable Business
Class
TNCI
TW Telecom
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ViaWest
Windstream
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O

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Columbus, GA 31909
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www.omnisolutionsinc.com
Contact: Randy Marshall
marshall@omnisolutionsinc.com
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Stoughton, WI 53589
608.873.3838 (voice)
www.ontrackcom.com
Contact: Bill Mansfield
orders@ontrackcom.com
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Bigleaf
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CenturyLink
Cogent
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Dialogue
Drive
Dynalink
Esco
Exede
Frontier
Fusion
Global Capacity
GTT
Impact Telecom
IntelePeer
Konatel
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MegaPath
MetTel
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Nitel
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Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Cloud services
Colocation/Data Center services
Ethernet
IaaS/PaaS
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point

SaaS
Security
Storage
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
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Business applications
Consulting
Expense/Mobile management

OneCall Telecom
1052 Brookfield Rd, Ste 100
Memphis, TN 38119
901.729.3333 (voice)
www.onecalltelecom.com
Contact: Bob Chance
dlester@askonecall.com
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IPitomy
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130 Trapelo
Belmont, MA 02478
617.313.8888 (voice)
www.onesimcard.com
Contact: Roy Heimowitz
distributors@onesimcard.com
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Prepaid voice/data services
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Wireless data access

Onvisource
1255 W 15th St.
Suite 620
Plano, TX 75075
469.241.9200 (voice)
www.onvisource.com
sales@onvisource.com
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Call center services
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Contact: James Ulrich
julrich@osstelco.com
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exec-admin@otgconsulting.net
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Stamford, CT 06907
203.388.7250 (voice)
www.p2telecom.com
Contact: Bill Patchett
BPatchett@p2telecom.com
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Hosted infrastructure/platforms
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Fort Worth TX 76118
844-557-2946 (voice)
Contact: Stephen Alexander

stephen.alexander@
paygodistributors.com
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Contact: Joe
joe@T1Guy.net
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Contact: Vivek Dayal
vivek@phonetelecommunications.com
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sales@planetone.net
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24800 Chrisanta Dr.
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949.367.1552 (voice)
www.psi-net.com
Contact: Steve Olsen
solsen@psi-net.com
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contact@rittenhousecom.com
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236 Cottontail Dr
Portsmouth, RI 02871
401.845.5001 (voice)
www.sagesolutionsllc.com
Contact: Lou DiRienzo
lou@sagesolutionsllc.com
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sales@sandlerpartners.com
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BCE Nexxia
BCN Solutions Express
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312.715.1595 (fax)
www.simplecomm.net
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Smith Communications Group

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724.552.0123 (fax)
www.smithcommgroup.com
Contact: Curt Smith
csmith@smithcommgroup.com
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T

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 Dark fiber
 Desktop virtualization
 Hosted email
 Hosted infrastructure/platforms
 Hosted Office IT services
 Integrated access
 International access
 Managed network services
 MPLS VPN
 Private line, Point to point
 Security/Firewall
 Virtual servers
 WAN optimization
 Web hosting
 Wireless data access
Support/Other Services:
 Consulting
 Expense/Mobile management

TDM, Inc
 7608 Hwy 146
 Pewee Valley, KY 40056
 800.277.1726 (voice)
 www.tdm100.com
Contact: Brad Fenton
 bradf@tdm.cc
Primary Underlying Providers:
 ACC
 Access Point
 AT&T
 BCN
 C-Vision
 CBB
 Comcast
 Cox
 CCI
 DynaLink
 EnergyWare
 ESCO

Fusion
 Granite
 Keystone
 MegaPath
 Mitel
 Momentum
 Level 3
 Nextiva
 NTT America
 Jive
 PGI
 Retarus
 Spectrum
 Spectrotel
 Windstream
 Wireless Analytics
 XO
Voice Services:
 Conferencing
 Dedicated Local/LD
 Hosted PBX
 Mobile
 SIP Trunking
 Toll free
 Unified Communications
 VoIP
Data/Network Services:
 Access (dial-up, DSL, cable, T1)
 BC/DR
 Colocation/Data center
 Ethernet services
 IaaS/PaaS
 Integrated access
 Managed network services
 MPLS VPN
 Private line, Point to point
 SaaS
 Security/Firewall
 Storage
 Virtual servers
 WAN optimization
 Wireless data access
Support/Other Services:
 Business application
 Consulting
 Energy services
 Expense/Mobile management

TDMobility
 5350 Tech Data Drive
 Clearwater, FL 33760
 800.237.8931 (voice)
 www.techdata.com/tmobility
 brian.kosoy@techdata.com
Primary Underlying Providers:
 AT&T
 Blackberry
 Sprint
 Symantec
 T-Mobile
 Verizon
 VMware
Services:
 Mobile devices
 Mobile lifecycle management
 Premises systems/gear
 Turnkey wireless services

Tech Data Mobile Solutions & Retail
 5350 Tech Data Dr
 Clearwater, FL 33760
 800.237.8931 ext. 83662 (voice)
 www.techdata.com/tmobility
 techdata.com
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 Sony
 Sprint
 Symantec
 T-Mobile
 Verizon
 VMware
Support/Other Services:
 Mobile Devices
 Mobile Lifecycle Management
 Premises Systems/Gear
 Turnkey Wireless Services

Technology Management Solutions
 1443 E. Washington St., Suite 117
 Pasadena, CA 91104
 626.737.2960 (voice)
 www.tms-tech.com
Contact: Ralph Teel
 rteel@tms-tech.com
Data/Network Services:
 Access (DS0-OCn)
 BC/DR
 Email
 Hosted infrastructure/platforms
 Hosted Office IT services
 Managed network services
 Private line, Point to point
 Security/Firewall
 Web hosting
Support/Other Services:
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 Consulting
 IT Integration services
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 781.433.0951 (fax)
 www.tel-affinity.com

info@tel-affinity.com
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 Access One
 Airespring
 Allegiance Telecom
 American Telesis
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 CenturyLink
 MegaPath
 Sprint
 TPx
 TMC
 Verizon
 Windstream
 XO
Voice Services:
 Conferencing
 Dedicated local/LD
 Hosted PBX
 Mobile services
 Prepaid voice/data
 SIP trunking
 VoIP
 Unified communications
Data/Network Services:
 Access (dial-up, DSL, cable, T1)
 Access (DS0-OCn)
 BC/DR
 Colocation/Data center services
 Email
 Ethernet services
 MPLS VPN
 Private line, Point to point
 Security/Firewall
 Web hosting
Support/Other Services:
 Business services
 Expense/mobile management

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 45 W Segoe Lily Dr.
 Suite 220
 Sandy, UT 84070
 877.346.3232 (voice)
 www.telarus.com
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 AccuConference
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 Airespring
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 Birch
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 C7 Data Centers
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 Centurylink
 Cogent
 Comcast
 DukeNet
 Earthlink
 Exede
 GTT
 Granite
 inContact
 Inegra
 Level 3
 Lightpath
 Masergy
 MegaPath
 Momentum
 NetWolves
 New Cloud
 Nitel
 Optimum
 Powernet
 Reallinx
 StartingMeeting
 Suddenlink
 TPx
 TeleSphere
 Telnes
 Telx
 Time Warner Cable Business
 Class
 tw telecom
 Unitas Global
 Verizon
 ViaWest
 VocalIP Network
 VX Suite
 Spectrum Business
 West IP
 Windstream
 XO
 Zayo
Voice Services:
 Conferencing
 Dedicated local/LD
 Hosted PBX
 Mobile services
 Prepaid voice/data
 SIP trunking
 VoIP
 Unified communications
Data/Network Services:
 Access (dial-up, DSL, cable, T1)
 Access (DS0-OCn)
 BC/DR
 Colocation/Data Center
 Dark fiber

Desktop virtualization
 Hosted email
 Managed network services
 MPLS VPN
 Private line, Point to point
 Security/Firewall
 Storage
 Virtual servers
 WAN optimization
 Web hosting
 Wireless data access
Support/Other Services:
 Billing/OSS
 Business services
 Consulting
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 825 Springdale Dr
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 thincforward.com
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 Cloud services
 Colocation/Data center services
 Dark fiber
 Desktop virtualization
 Ethernet services
 Hosted email
 Hosted IT services
 IaaS/PaaS
 Integrated access
 International access
 Managed network services
 MPLS VPN
 Private line, Point to point
 SaaS
 SD-WAN
 Security/Firewall
 Virtual servers
 WAN optimization
 Web hosting
 Security/Firewall
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 Stratus Networks
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 TelCorp
 Telnes
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 TouchTone
 TPX Communications
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 Hosted PBX
 Mobile
 Prepaid voice/data
 SIP trunking
 Toll free
 Unified communications

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 Colocation/Data Center services
 Ethernet services
 Hosted IT services
 International access
 Managed network services
 MPLS/VPN
 Private line, Point to point
 SaaS
 Security/Firewall
 WAN optimization
 Wireless data access
Support/Other Services:
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 Energy services
 SMS

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 IntelPeer
 InterCall
 InterNap
 Level 3
 LiveOps
 Masergy
 Nitel
 NTT
 PGI
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 Unified communications
 VoIP

Data/Network Services:

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 Ethernet services
 Hosted email
 Hosted infrastructure/platforms
 International access
 Integrated access
 Hosted Office IT services
 Managed network services
 MPLS/VPN
 Private line, Point to point
 Security/Firewall
 Storage
 Virtual desktop
 Virtual servers

Support/Other Services:

Business services

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Contact: Nancy Ridge
 info@telecombrokers.com

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 Mobile services
 SIP trunking
 Toll free
 Unified communications
 VoIP

Data/Network Services:

Access (dial-up, DSL, cable, T1)
 BC/DR
 Colocation/Data Center services
 Desktop virtualization
 Ethernet services
 Hosted email
 Hosted IT services
 IaaS/Paas

Integrated access
 International access
 Managed network services
 MPLS/VPN
 Private line, Point to point
 SaaS
 Security/Firewall
 Storage
 Virtual servers
 WAN optimization
Support/Other Services:
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 Data analytics
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Telecom Consulting Group

602 E. McNab Rd
 Pompano FL 33060
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Contact: Dan Pirigyi
 agent-info@tcg-partners.com

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 Centurylink
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 Hosted PBX
 Mobile services
 SIP trunking
 Toll free
 Unified communications
 VoIP

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 Access (DSO-OCn)
 BC/DR
 Colocation/Data center
 Desktop virtualization
 Ethernet services
 Hosted email
 Hosted IT services
 IaaS/Paas
 Integrated access
 International access
 Managed network services
 MPLS/VPN
 Private line, Point to point
 SaaS
 Security
 Storage
 Virtual servers
 WAN optimization
 Wireless data access

Support/Other Services:

Consulting
 Contact center
 Energy services
 Expense/mobile management
 Premises systems/gear

Telecom Solutions Exchange (TSX)

53 Larkin St
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 Toll free
 Unified communications
 VoIP

Data/Network Services:

Access (dial-up, DSL, cable, T1)
 Access (DSO-OCn)
 BC/DR

Colocation/Data Center services

Desktop virtualization
 Ethernet services
 Hosted email
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 IaaS/Paas
 Integrated access
 International access
 Managed network services
 MPLS/VPN
 Private line, Point to point
 SaaS
 Security/Firewall
 Storage
 Virtual servers
 WAN optimization
 Web hosting
 Wireless data access

Support/Other Services:

Billing/OSS
 Business application
 Consulting
 Contact center
 Energy services
 Expense/Mobile management

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 Premises systems/gear

Telecommunications On Demand, Inc.

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Contact: Jeffrey Bornstein
 jeff@tcdemand.com

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nexVortex Navigates the Shifts in Communications Services



By **Tara** Seals

Looking to discuss trends and opportunities for channel partners in 2018, we sat down with Mike Nowak, vice president of sales at nexVortex, to discuss.

ChannelVision: Tell me a bit about your latest portfolio initiatives that would be of interest to the channel community.

Mike Nowak: Last year we launched our managed SIP (mSIP) offering, which delivers voice quality with definitive troubleshooting. It is both powerful and flexible. Customers can bring their own broadband connection, use an ISP which has a direct peering relationship with nexVortex, or we can provide a circuit with Class of Service (CoS).

With mSIP, we take voice quality measurements as the voice packets leave the premises, again after they cross the access network, and at multiple points as they transit our network on the way to the PSTN.

We can then use those measurements to prove where voice quality is being delivered or where it is being compromised, and definitively troubleshoot and fix any issues found.

Channel partners love it and are using it to replace aging PRI interfaces, as well as for large multisite PBX installations. We enhanced mSIP in 2017 by adding powerful data correlation and visualization tools – i.e., the nexVortex Service Monitor (nVSM) – which graphically show when, where and what is impacting voice quality. A picture is worth a thousand words, particularly when dealing with volumes of complex data.

An aspect of our offerings that the channel community would be interested in is that we built, own and operate our service delivery platform. When you build it, you know how it works, you can innovate, and add value, and most

importantly no third party stands between you and fixing problems when they arise.

CV: What are the greatest market opportunities for channel partners going into 2018?

MN: Any time there is a shift in how communication services are delivered, there is opportunity. Such is the case now with communication services moving to IP networks and into the cloud. Businesses need trusted partners to help guide them through this transition because it has technical, business and financial implications. Our experience is that a successful channel partner is one which is dedicated to serving first and selling later. Selling takes care of itself if you are providing valued insight, impactful solutions and help in enabling businesses to transition to the cloud.

CV: What about the greatest challenges?

MN: The market is changing quickly. The challenge is to embrace change and to have a strategy to keep up with it. Choose your vendors carefully. Focus on those which have a track record of innovation and a commitment to delivering exemplary customer service. At nexVortex, we believe serving others comes before selling, and innovation is necessary to keep our channel partners ahead of the curve.

CV: What else will 2018 bring?

MN: We have a number of exciting product innovations on tap, all focused on our ongoing commitment to delivering voice quality in cloud communications, particularly in the hosted voice marketplace.

We have made three acquisitions in the past three years and I would not rule out additional ones in the future as we continue to believe that growth,

and the financial stability it brings, are important to our partners.

We are committed to delivering voice quality across our entire portfolio of services. mSIP is an example, and in 2018 we will continue to innovate and invest in all service areas, including our hosted voice offering to continually address the important topic of voice quality.

CV: How is your partner ecosystem evolving?

MN: Our business with existing partners has been growing, as witnessed by our being named to the Inc. 5000 list of fastest-growing private companies for the seventh consecutive year. We continue to expand into new relationships like the ones we announced in 2017 with Telarus and Jenne. We grow our relationships carefully, because we want to be sure we properly dedicate internal resources to supporting those relationships. We are a 100 percent channel-focused company and we take those relationships very seriously.

CV: What investments is nexVortex making in the channel community?

MN: One key area of investment is in our industry-leading partner portal and tools. Our portal is available to partners, master agents and even sub-agents. The portal has an extensive set of tools for administration of sub-accounts. This includes configuring auto-detecting disaster recovery, changing number routing, and local E911. We recently added the ability to run customer network tests and to check on the portability of numbers. Everything is built with a view of making a channel partner's job easier. In addition to the portal and tools, we also continue to expand our post-sales team, our customer care team and our local channel account management team. ◀

Christine.guidi@teleconsultsolutions.com
Primary Underlying Providers:
 8x8
 AT&T
 Brighthouse
 CenturyLink
 Comcast
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 EarthLink
 Evolve IP
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 Suddenlink
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 Windstream
 XO
Voice Services:
 Conferencing
 Dedicated local/LD
 Hosted PBX
 Mobile Services
 SIP Trunking
 Toll Free
 Unified Communications
 VoIP
Data/Network Services:
 Access (dial-up, DSL, cable, T1)
 BC/DR
 Cloud Services
 Colocation/Data Center
 Desktop Virtualization
 Ethernet Services
 Hosted Email
 Hosted IT Services
 IaaS/PaaS
 Integrated Access
 MPLS VPN
 Private Line, point-to-point
 SaaS
 Security/Firewall
 Storage
 Web hosting
Support/Other Services:
 Consulting
 DDoS

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 ATC
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 Cogent
 Dialog
 DynaLink
 Earthlink
 iZigg
 Level 3
 Lighttower
 LoopUp
 MegaPath
 Mettel
 NetWolves
 New Horizon
 Optimum Lightpath
 Powernet
 PGI
 RCN
 SpectroTel
 Telecom Recovery
 TPx
 telx
 Time Warner cable
 TouchTone
 TowerStream
 Transbeam
 Verizon
 VoDa Networks
 West IP
 Windstream
 Zone Telecom
Voice Services:
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 Dedicated local/LD
 Hosted PBX
 Mobile services
 Prepaid voice/data
 SIP trunking
 VoIP
 Toll Free
 Wholesale termination

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 Access (DSO-OCn)
 Colocation/Data Center services
 Ethernet services
 Integrated access
 Integrated access
 Managed network services
 MPLS VPN
 Private line, Point to point
 Storage
 WAN optimization
Support/Other Services:
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 Lightower
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 Spectrum
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Voice Services:
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 Hosted PBX
 Origination/Termination
 Prepaid Voice/Data Services
 SIP Trunking
 Toll Free
 Unified Communications
 VoIP
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 Access (dial-up, DSL, cable, T1)
 Access (DSO-OCn)
 BC/DR
 Cloud Services
 Colocation/Data Center
 Dark Fiber
 Desktop Virtualization
 Ethernet Services
 Hosted Email
 Hosted Infrastructure/Platforms
 IaaS/PaaS
 Integrated Access
 International Access
 IoT
 Managed IT Services
 Managed Network Services
 MPLS VPN
 Private Line, point-to-point
 SaaS
 SD-WAN
 Security/Firewall
 Storage
 Virtual Servers
 WAN Optimization
 Web Hosting
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 Other/Support Services:
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 Managed network services
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 IaaS/PaaS
 Integrated access
 International access
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 Private line, Point to point
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Contact: Serge Farman
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 Toll free
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 Network Innovations
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 SIP trunking
 VoIP
 Unified communications
Data/Network Services:
 Access (dial-up, DSL, cable, T1)
 Access (DSO-OCn)
 Colocation/Data Center services
 Desktop virtualization
 Hosted email
 Hosted infrastructure/platforms
 Hosted Office IT services
 Integrated access
 International access
 Managed network services
 MPLS VPN
 Private line, Point to point
 Storage
 Virtual servers
 WAN optimization
 Wireless data access
Support/Other Services:
 Consulting
 Expense/Mobile management

Total Telecom Consulting
 2218 Boustead St.
 Pittsburgh, PA 15216
 412.450.0005 (voice)
 www.totaltelecomconsulting.com
Contact: Robert Stevens
Primary Underlying Providers:
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 ADTRAN
 Airband
 Airespring
 AT&T
 AT&T Wireless
 BroadSky
 Broadview
 Broadvox
 BullsEye
 Cavalier
 CenturyLink
 Cimco
 Comcast
 Covad
 Earthlink
 Ernest
 First Communications
 Global Telecom & Technology
 Granite
 Hughes
 IntelliFiber
 InterCall
 Internap
 Level 3
 Lightyear
 Masergy
 MegaPath
 MetTel
 Netwolves
 Nitel
 One Communications
 OPEX/Total Call
 Powernet
 RealLinx
 Spectrum
 TPx
 Telnes
 tw telecom
 US Signal
 USA Digital
 Verizon
 Verizon Wireless
 Vocalip Networks
 Voda
 Voxitas
 West IP
 Windstream
 XO

Voice Services:
 Conferencing
 Dedicated local/LD
 Hosted PBX
 Mobile services
 VoIP
Data/Network Services:
 Access (dial-up, DSL, cable, T1)
 Access (DSO-OCn)
 Ethernet services
 Integrated access
 MPLS VPN
 Private line, Point to point
 Wireless data access

Torrent Technologies Inc.
 30711 Zims Ln
 Grand Rapids, MN 55744
 218.327.9025 (voice)
 www.torrenttechnologies.com
Contact: Lorrie Yeschick
 lorrie@torrenttechnologies.com
Primary Underlying Providers:
 "All major and most regional carriers"
Voice Services:
 Conferencing
 Dedicated local/LD
 Hosted PBX
 SIP trunking
 Toll free
 Unified communications
 VoIP
Data/Network Services:
 Access (dial-up, DSL, cable, T1)
 Access (DSO-OCn)
 BC/DR
 Colocation/Data center services
 Desktop virtualization
 Ethernet services
 Hosted email
 Hosted IT services
 IaaS/PaaS
 Integrated access
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 Managed network services
 MPLS VPN
 Private line, Point to point
 Security
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 Virtual servers
 WAN optimization
 Web Hosting
 Wireless data access
Support/Other Services:
 Consulting
 Contact center
 Expense/Mobile management

Top Speed Data Communications
 1310 Redwood Way
 Suite 200
 Petaluma, CA 94954
 707.242.8266 (voice)
 707.795.3050 (fax)
 www.topspeeddata.com
 glenn@topspeeddata.com
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 Allworx
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 CenturyLink
 Charter Business
 Comcast
 EarthLink
 Integra
 InterCall
 Level 3
 Masergy
 MegaPath
 Nitel
 PGI
 Qwest
 Skyriver
 Sonic.net
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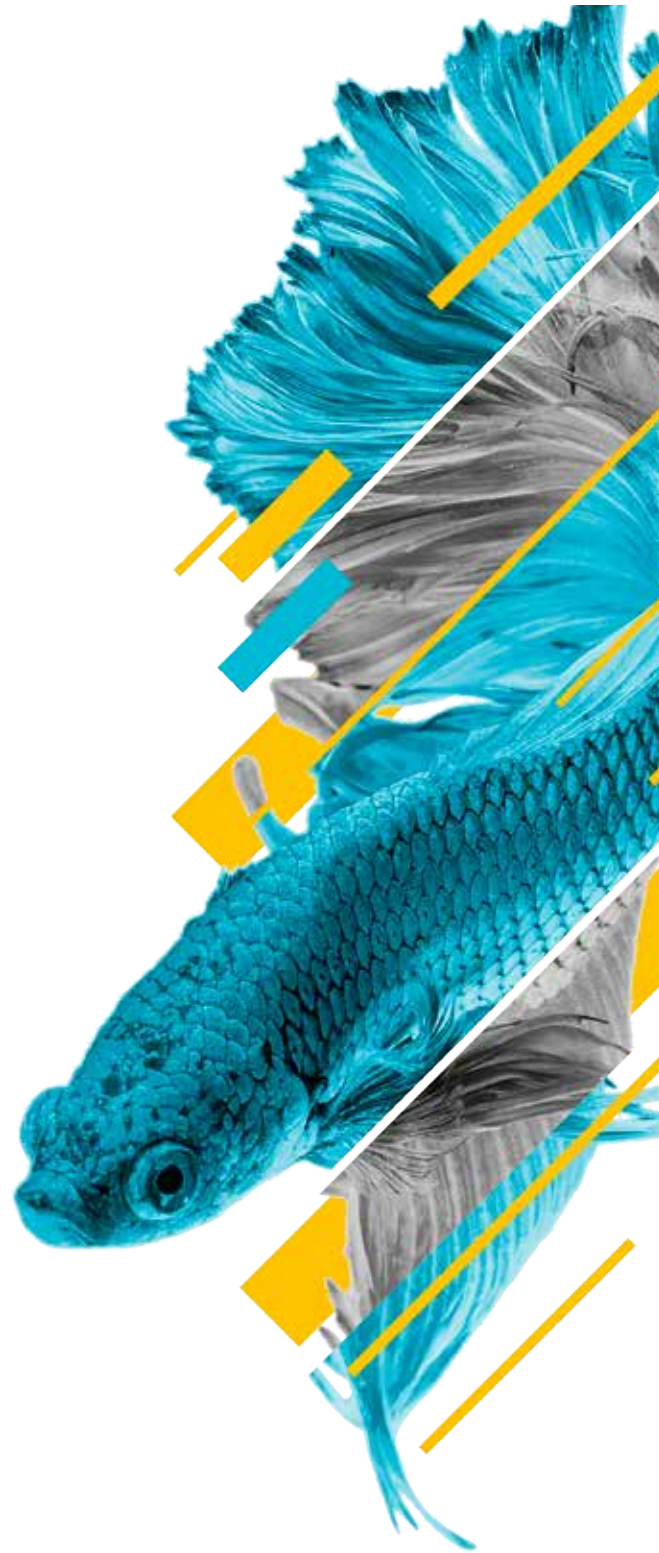
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 Access (DS0-OCn)
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 Managed network services
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 Security/Firewall
 Storage
 Virtual servers
 WAN optimization
 Web hosting
 Wireless data access
Support/Other Services:
 Business services
 Consulting
 Expense/Mobile management
 Installation
 Premises systems/gear

Transit Broker, LLC

11 Broadway, Ste 615
 New York, NY 10004
 212.420.1222 (voice)
 www.transitbroker.com
Contact: Evan Gillman
 info@transitbroker.com

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 Fidelity
 Verizon
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 Conferencing
 Dedicated Local/LD
 Hosted PBX
 Mobile Services
 Prepaid Voice/Data
 SIP Trunking
 Toll Free
 Unified Communications
 VoIP
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 Wireless Data Access
Support/Other Services:
 Billing/OSS
 Business Applications
 Business Services
 Consulting
 Energy Services
 Expense/Mobile Management
 Installation
 Legal/Regulatory/Compliance
 Premises Systems/Gear



Ultimate Office Tech

2900 N. Quinlan Park Rd.
 Ste. B240-127
 Austin, TX 78732
 512-275-4333 (voice)
 www.ultimateoficetech.com

Contact: Dan Taggart
 sales@ultimateoficetech.com
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 Accel Networks
 Access One inc.
 Access Point
 AireSpring

Alcatel - Lucent
 Alpheus
 American Telesis
 ANPI
 AT&T Wireless
 BandTel
 Birch Communications
 Blue Diamond Solutions
 Blue Star
 Broad Sky Networks
 Broadview
 Broadvox
 BullsEye Telecom
 CenturyLink
 Charter Cable
 ChinaUnicom
 Cincinnati Bell
 Cogent
 Colotraq
 Colt
 Comcast
 Conferencing Advisors
 Constellation NewEnergy
 Coresite
 CounterPath
 Cox
 Dynalink
 EarthLink Business
 EasyLink
 EasyNet
 eMobile
 Evolve IP
 Excel
 First Communications
 FluxCom
 Fidelity
 Frontier Communications Solutions
 Galileo
 Glacial Energy
 Global Risk Management
 Solutions
 Globalinx (TMC)
 GSG Mobile Manager
 HLC Capital
 inContact
 Integra
 Intelepeer
 InterCall
 Internap
 ITEMize
 Jive Communications
 KDDI
 Latisys
 Level 3 Communications
 Lightower
 Lightpath
 Masergy
 MediaCom
 MegaPath
 Message Broadcast
 MetTel
 NACR
 NaviSite (Time Warner Cable)
 NetWolves
 New Cloud
 NiTel
 NTT Communications
 Olympusat Telecom
 Optimum Business (Cablevision)
 PacNet
 PCCW
 PowerNet Global
 Premiere Global (PGI)
 QTS
 RapidScale
 ShoreTel Sky
 Simple Signal
 SingTel
 Solar City
 Spark Energy
 Sprint
 Star2Star
 Stratus
 Sungard
 T-Mobile
 TATA
 Teleira (Telecom Recovery)
 TPX
 Telesphere
 Telnes
 TelX
 Time Warner Cable
 Ting
 TouchTone
 Towerstream
 TSI
 tw Telecom
 UNSi (Airband)
 US Signal
 Velocity Networks
 Verizon
 Verizon Wireless
 ViaWest
 VoxOx
 West IP
 Windstream
 XO
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 Hosted PBX
 Mobile services
 Prepaid voice/data
 SIP trunking
 VoIP

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Support/Other Services:
 Billing/OSS
 Business services
 Consulting
 Energy services
 Expense/Mobile management
 Installation
 Legal/Regulatory/Compliance
 Premises systems/gear

Usherwood Office Technology

1005 West Fayette St
 Syracuse, NY 13204
 800.724.2119 (voice)
 www.usherwood.com
Contact: Sean O'Connor
 soconnor@usherwood.com

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 Mobile Services
 SIP Trunking
 VoIP
Data/Network Services:
 BC/DR
 Desktop Virtualization
 Hosted Email
 Hosted IT Services
 Integrated Access
 Managed Network Services
 MPLS VPN
 Security/Firewall
 Storage
 Virtual Servers
 WAN Optimization
 Web Hosting
 Wireless Data Access
Support/Other Services:
 Billing/OSS
 Consulting
 Expense/Mobile Management
 Installation
 Legal/Regulatory/Compliance
 Premises Systems/Gear



Velstar International LLC

260 Madison Ave Ste 8090
 New York, NY 10016
 855.474.1700 (voice)
 www.velstar.com
Contact: Antonio T Ruggieri
 sales@velstar.com

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 Alpheus
 ArenaOne
 AT&T
 Birch
 BroadSky
 Broadview
 CenturyLink
 Charter Business
 Comcast
 DynaLink
 EarthLink
 EvolveIP
 Level 3
 M2nGage
 Masergy
 MegaPath
 Momentum
 NetWolves
 NewCloud
 Nitel
 Optimum
 Pilot
 Pownet
 RCN
 RealLinx
 StartMeeting
 TPX
 Telx
 Time Warner
 Time Warner BC

Transbeam
 USA Digital
 Verizon
 ViaWest
 Vocal IP Network
 VXSuite
 West IP
 XO
 Zayo
Voice Services:
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 Dedicated LD/local
 Hosted PBX
 Mobile
 Prepaid voice/data
 SIP trunking
 Toll free
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 Security/Firewall
 WAN optimization
 Wireless data access
Support/Other Services:
 Consulting
 Contact center
 Expense/mobile management
 Installation
 Premises systems/gear

Venicom

14650 N. 78th Way
 Scottsdale, AZ 85260
 602.277.0000 (voice)
 602.277.5151 (fax)
 www.venicom.com
Contact: Stephen Goble
 partnersignup@venicom.com

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 T-Mobile
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 Dark fiber
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 Consulting
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 Expense/mobile management
 Installation
 Legal/Regulatory
 Premises systems/gear

VentureGroup

2520 Whitehall Park Dr
 Charlotte NC 28273
 704.409-2411 (voice)
 www.vgei.com
Contact: Mark Hoffman
 info@vgei.com

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 Energy services
 Expense/Mobile management
 Installation
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Visioncom, Inc

7265 Highway 1
 Finland, MN 55603
 248.661.8290 (voice)
 248.661.4713 (fax)
 www.callvci.com
Contact: Jay Lewis
 jlewis@callvci.com

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 Dedicated local/LD
 Hosted PBX
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 SIP trunking
 VoIP
 Unified communications
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 Access (DS0-OCn)
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 Ethernet services
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 Integrated access
 Managed network services
 MPLS VPN
 Private line, Point to point
 Wireless data access
Support/Other Services:
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Vital Voice & Data

153 Morris Ave.
 Long Branch, NJ 07740
 888.558.8855 (voice)
 908.325.0100 (fax)
 www.vitalvoiceanddata.com
Contact: Michael Longo
 info@vitalvoiceanddata.com

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 HP
 Intuit
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 Level 3
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 Nortel
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 Verizon
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 Dedicated local/LD
 Hosted PBX
 Mobile services
 Prepaid voice/data
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 VoIP
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Data/Network Services:
 Access (dial-up, DSL, cable, T1)
 Access (DS0-OCn)
 BC/DR
 Colocation/Data center services
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 Dark fiber
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 Ethernet services
 Managed network services
 MPLS VPN
 Private line, Point to point
 Security/Firewall
 WAN optimization
 WAN transport
 Web hosting

Wireless data access
Support/Other Services:
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 Business services
 Consulting
 Expense/Mobile management
 Installation
 Legal/Regulator/Compliance
 Premises systems/gear
 Prepaid voice/data
 Testing/Certification

Voice Smart Networks

4840 Market St., Suite D
 Ventura, CA 93003
 805.642.3558 (voice)
 www.voicesmartnetworks.com
 sales@voicesmartnetworks.com

Primary Underlying Providers:

Dell
 FreedomIQ
 Interactive Intelligence
 Mitel
 ShoreTel
 TAG
 Zultys

Voice Services:

Conferencing
 Hosted PBX
 Premises systems/gear
 POTS lines
 IP telephony
 Unified communications/
 collaboration

Data/Network Services:

Access (dial-up, DSL, cable, T1)
 Access (DS0-OCn)
 Colocation/Data center services
 Ethernet services
 Hosted Office IT services
 Managed network services
 MPLS VPN
 Private line, Point to point
 Wireless data access

Support/Other Services:

Business services
 Installation
 IT Integration services
 Premises systems/gear

W

Wholesale-Telecom

303-471-2550 (voice)
 720-528-8058 (fax)
 www.wholesale-telecom.com

Primary Underlying Providers:

360 Networks
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 ACC Business
 CenturyLink
 Cingular
 ClearOne
 Electric Lightwave
 eMeritus
 Focal
 Genesys Conferencing
 ICG
 Internap
 Level 3
 MicroSource
 New Edge Networks
 Primus
 Raindance
 Savvis
 SBC
 Sprint
 Time Warner Telecom
 T-Mobile
 Triton
 US Cellular
 Verizon
 Windstream
 XO
 Xtream Studio

Voice Services:

Conferencing
 Hosted PBX
 IP telephony
 Mobile services
 POTS lines
 Unified communications/
 collaboration

Data/Network Services:

Access (dial-up, DSL, cable, T1)
 Access (DS0-OCn)
 Colocation/Data center services
 Ethernet services
 Private line, Point to point
 Web Hosting
 Wireless data access

WinTel Communications Corp.

18 E. 48th St., 10th Fl
 New York, NY 10017
 212.532.2300 (voice)
 212.532.2333 (fax)
 www.wintelworks.com
 info@wintelworks.com

Primary Underlying Providers:

PGI
 Services:
 Conferencing



WTG

22619 Pacific Coast Hwy., Suite A310
 Malibu, CA 90265
 310.456.2200 (voice)
 310.456.2213 (fax)
 www.wtgcom.com

Contact: Salwa Scarpone
 marketing@wtgcom.com
 Underlying Providers:

8x8
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 Accel Networks
 AccessPoint
 Agera Energy
 AireSpring
 Airtel
 Alcatel-Lucent
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 AT&T
 Atlantic Broadband
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 Bullseye Telecom
 CallNet
 CallTower
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 Charter Business
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 Internap
 iTimeMize
 Jive
 KDDI America
 Latisys
 Level 3
 Lighttower
 Lightpath
 Masery
 McGraw
 Mediacom
 MegaPath
 MegaPort
 MetTel
 MHO
 Momentum
 NaviSite
 NACR
 NetVolves
 NewCloud
 Nitel
 NTT
 Olympusat
 Optimum
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 PDV Wireless
 Powernet
 PGI
 QTS
 Rackspace
 RapidScale
 RingCentral
 Sharplink
 Shaw

ShoretelSky
 SingTel
 SolarCity
 Spectrum
 Sprint
 Star2Star
 Stratus Networks
 Sunguard
 T-Mobile
 TATA
 TPx
 Telnes
 Telstra International
 Telx
 Tiger
 Time Warner Cable Business
 Class
 TouchTone
 TowerStream
 US Signal
 Verizon
 ViaWest
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 Voxox
 Voyant
 West IP

Why Energy
 Windstream
 WOW
 X2nSat
 XO
 Xoom Energy
 Zayo
 Zone Telecom
Voice Services:
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 Dedicated local/LD
 Hosted PBX
 Mobile services
 Prepaid voice/data services
 SIP trunking
 Toll free
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Data/Network Services:
 Access (dial-up, DSL, cable, T1)
 Access (DS0-OCn)
 BC/DR
 Cloud services
 Colocation/Data Center services
 Desktop virtualization
 Ethernet services

Hosted email
 Hosted IT services
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 Integrated access
 International access
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 Managed network services
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 Private line, Point to point
 SaaS
 SD-WAN
 Security/Firewall
 Storage
 Virtual servers
 WAN optimization
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800.927.4444 (voice)
www.x4solutions.com

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ACC Business
Airespring
ANPI
AT&T
Birch
Brighthouse
Broadsmart
Business Only Broadband
Call One
CenturyLink
Charter Business
China Telecom
Coceo
Cogent
Comcast
Coresite
Datapipe
EarthLink
Evolve IP
Fiberlight
FirstComm
Frontier
Fusion
Green Cloud
GTT
HFN
inContact
Integra
Intelepeer
InterCall
Internap
ITSavvy
Latisys
Level 3
Lightower

Masergy
Mediacom
Megapath
MetTel
Navisite
Netwolves
Ngenx
NuveStack
Pacnet
PCCW
Peak 10
PGI
QTS
RapidScale
Reliance Globalcom
Root Access
ServerCentral
ShoreTel Sky
Single Path
SingleHop
Sprint
Suddenlink
Sunesys
TPx
Telesphere
Telx
Terremark
Thinking Phone Networks
Time Warner Cable
tw telecom
Verizon
Vonage
ViaWest
US Signal
West IP
WHOA
WIN
Windstream
WOW
XO Communications
Zayo

Voice Services:

Conferencing
Dedicated local/LD
Hosted PBX
Mobile
SIP trunking
VoIP

Unified communications
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Access (DS0-OCn)
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Hosted Email
Hosted infrastructure/platforms
Hosted Office/IT services
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access

Zeus Communications

5642 Country Lakes Dr
Sarasota, FL 34243
352.552.6091 (voice)
zeuscommunications.net

Contact: Elaine Blodgett

eblodgett@zeuscommunications.net

Primary Underlying Providers:

AireSpring
Appia
ESI Hosted
New Horizons
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
SIP trunking
Toll free
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Private line, Point to point
Security/Firewall
WAN optimization
Wireless data access
Support/Other Services:
Consulting
Premises systems/gear

ZLH Enterprises

100 Craig Rd, Ste 105
Manalapan, NJ 07726
732.845.5288 (voice)
732.845.5289 (fax)

www.zlhent.com

Contact: Zina Hassel

info@zlhent.com

Primary Underlying Providers:

ACC Business
Arkadin
AT&T
Aryaka
Broadview
Cablevision
Calltower
CenturyLink
Comcast
Cogent
Equinix
Frontier
Global Crossing
GTT
inContact
Internap
Level 3
Lightpath
Lightower
Masergy
Metro Optical
NetWolves
PGI

QTS
RCN
ShoreTel
Spectrol
Sprint
Tata
Time Warner Cable Business
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tw telecom
Verizon
Windstream
XO
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Voice Services:

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