



News Release

Intelisys and Digital Planet Announce Strategic Partnership to Accelerate New Telecom Revenues for Underserved VARs Nationwide

Intimacy with VAR Model Key to Strategy – Partnership supports VARs with expert resources to grow telecom network services revenues with little interruption of day to day priorities

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Petaluma, CA and Saint Paul, MN – Intelisys Communications, Inc., the nation’s leading master agency distributor of business communications services, and Digital Planet Communications, Inc., an industry-leading telecommunications professional services firm, today announced their partnership to serve VARs in the Midwest and Nationwide.

“VARs and IT Solutions Providers have massive untapped telco and network services revenue opportunities with their existing customers,” said Shawn Schmidt, Co-Founder of Digital Planet. “The decades-long challenge for these providers has been assigning expert resources to tap into this revenue stream while maintaining end user satisfaction, and the integrity of strong, long term customer relationships. Digital Planet partners with these companies to do just that, and our results have been outstanding.” Schmidt added.

As part of the agreement Intelisys has named Digital Planet as the second of only two ***Affiliate Master Agents*** representing Intelisys and its Supplier Partners at the highest strategic levels. The agreement calls for all but two of the companies combined carrier agreements to be managed by Intelisys, allowing Digital Planet to focus on its rapidly growing VAR Program and expand into new markets. Also as part of the agreement Shawn Schmidt has been named to the Intelisys Advisory Board.

“Building on our strong six year relationship with Digital Planet, Intelisys is completely energized to bring together these complementary business models to accelerate new sales for our suppliers and VAR partners nationwide,” said Jay Bradley, President of Intelisys Telecom Services. “As our newest Affiliate Master Agency, Digital Planet delivers immediate value to the

VAR community through their differentiated approach to securing new services revenues through Intelisys' nationally recognized support infrastructure," Bradley added.

In addition to the pooling of supplier agreements, Intelisys and Digital Planet will use their combined and very diverse strengths to deliver innovative, value-based services to VARs designed to ease the burden of telco sales and operations. One such service is Intelisys' *Audex, Telecom Asset Management* hosted software service. Audex provides VARs and end users with a single unified view of all critical elements of provisioning and managing telecom services allowing VARs to reduce the effort required to capitalize on this opportunity, and enhancing the end user experience.

"Never before in the indirect channel have two companies assembled the sales, operational, and strategic competencies needed to support top performing VARs at this level," said Rick Dellar, Co-Founder of Intelisys. "Drawing on years of experience in serving their VAR partners, Shawn and his team know exactly what it takes to be successful, and this partnership accelerates this opportunity for all of our partners," added Dellar.

To learn more about Intelisys go to www.intelisys.com. To learn more about Digital Planet go to www.dpcinc.com.

About Intelisys

Founded in 1994 by industry veterans Rick Dellar and Rick Sheldon, Intelisys is the nation's leading Master Agency distributor of business communications services representing over 30 top performing telecommunications service providers. Intelisys provides these services through an elite network of the industry's most accomplished and professional independent telecom consultants and value-added resellers. Intelisys is the only telecom Master Agency focused exclusively on meeting the demands of the industry's top-producing independent sales organizations.

In 2006 Intelisys completed its merger with Resource Communications, an industry-leading telecommunications solutions provider founded by owner Dana Topping. Today Intelisys is a full service solutions provider offering services ranging from enterprise-class hosted software solutions for telecom financial management to mobility services, infrastructure, and managed services.

About Digital Planet

Headquartered in Saint Paul, Minnesota, Digital Planet is a professional services firm specializing in the delivery of solutions that integrate telecom network services and phone equipment solutions. Digital Planet has relationships with over fifty telecom carrier sources and offer equipment solutions from Toshiba, Avaya and Samsung. Like its valued customers, Digital Planet has an industry proven reputation for quality and customer focus.