



TELESPHERE

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TELESPHERE'S ECOSYSTEM PARTNERS EQUALS LEADERSHIP IN CLOUD COMMUNICATIONS

PHOENIX (MARCH 10, 2011) – **Telesphere** (<http://www.telesphere.com/>), a nationwide business phone and Internet service provider, today announced their participation at the 2011 Channel Partners Conference & Expo in Las Vegas March 13-15, 2011. Telesphere's World Class network of platforms, providing an end-to-end communications solution powered by the cloud, has made it the ideal partner agents and distributors of communications services across the U.S.

"Telesphere has fundamentally changed how businesses think about telecommunications, and has paved the path of cloud communications," said Clark Peterson, CEO of Telesphere, in a prelude to the Channel Partners gathering. "Our diverse technology partner ecosystem provides our channel partners and agents with saleable and scalable communications solutions that almost sell themselves to IT, business and financial decision-makers."

To support the sales channel with a reliable and trusted offering, Telesphere is certified with a mix of premier technology platform partners, including session border control specialist Acme Packet (APKT), softswitch leader Broadsoft (BSFT) and fixed mobile communications solutions provider Varaha. Together with Telesphere's 2009 acquisition of Unity Business Networks, this creates an unsurpassed cloud based communications solution for business that is backed by a custom designed back office system tailored to the needs of the hosted business communications customer. By selecting key hardware suppliers Ad Trans, Cisco (CSCO) and platinum partner Polycom (PLCM), and by utilizing elite carrier partners such as Level 3, Global Crossing and XO Communications, Telesphere has built a one-of-a-kind business solution, partner network and technology ecosystem, based upon best of breed, best in class technology.

"The Telesphere ecosystem provides an ultimate end-to-end cloud based communications solution for our growing network of Channel Partners to market and sell, allowing them to "hook their wagon" to a growing and financially sound partner in Telesphere," added Peterson. "In the past five years we have secured \$50 million in funding from first tier venture capitalists. Telesphere has also been able to attract the support of market leading technology partners while building our management team. By teaming with all of the right technology and investment partners we're able to deliver an unsurpassed, cutting edge communications solution to businesses of all sizes across the United States, and provide agents and distributors with a solution that they can confidently take to their customers."

[ABI Research's](#) November 2010 announcement supporting their [Enterprise Communications Market Data](#) report, said that Hosted VoIP is expected to be a \$4.8 billion dollar market by 2015 due to enterprise communications systems convergence onto an all IP platforms. ABI also reported that the market will be propelled by a "brisk competitive environment between CPE vendors and hosted VoIP service providers." Lastly, ABI reported that Hosted VoIP services will be driven by the slow economy, workforce mobilization, and a "more distributed workforce.... especially the North American market." These factors and others are echoed by what Telesphere and their sales and technology partners are seeing and hearing from customers across the USA.

"Cloud-based hosted voice and communications services, Unified Communications (UC) and Fixed Mobile Convergence (FMC) are all quickly become part of what's needed by growing and evolving businesses," said Peterson. "As a result of the company we're keeping, Telesphere is changing the way businesses communicate. Our channel partners can confidently offer the highest quality blend of solutions, with the widest suite of advanced features and services, all developed through alliances and partnerships with the highest echelon of technology providers."

ABOUT TELESPHERE



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Telesphere is a nationwide business phone and Internet services provider that delivers an innovative package of hosted VoIP telephone services, built upon a robust Broadsoft platform, and which delivers enterprise grade Internet access to businesses throughout the United States. As one of the early companies to offer hosted enterprise-level communications as a service (CaaS), Telesphere allows businesses to enjoy all the latest voice and data features of large enterprises without costly investment in on-premises equipment. Telesphere's seven years of CaaS experience to businesses throughout the United States places it at the forefront of companies that specialize in the convergence of office PBX phone service, cellular phones, PCs and Unified Communications features. Telesphere fully manages its customers' services over a private, IP-facilities-based network.

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