



Jeff O'Neill
VP of Sales

TELECO OF THE ROCKIES REPORTS STRONG INCREASE IN TECHNOLOGY INVESTMENT FOR 2012

Leading Unified Communications Provider Helps Customers Position for Growth

ENGLEWOOD, CO — March 21, 2012 — Teleco of the Rockies, an industry leader in unified communications, announced today that the outlook for technology purchases by small to mid-sized (SMB) companies in 2012 is exceptionally positive. This outlook was confirmed by Technology Assurance Group (TAG), an international association of unified communications providers representing approximately \$350 million in products and services. As a premier Member of TAG, Teleco of the Rockies is positioned as the dominant force in their marketplace and is able to better prepare and protect its customers for whatever the future holds.

Many small to medium-sized businesses (SMBs) are starting off the New Year by deploying advanced technology in order to secure a competitive advantage early on. Today's SMB needs to be more agile, efficient and better equipped to handle the challenges that 2012 will bring and many business owners are creating a gap between themselves and their competitors by implementing the technology offered by Teleco of the Rockies'. "Every sector is experiencing different growth rates, but when we step back and look at the big picture, it becomes clear

that overall demand is up, and businesses need to have the tools necessary to gain a foothold in their industry," stated Dale Stein, Co-Founder of TAG.

Teleco of the Rockies' unique relationship with TAG, enables them to adopt cutting edge best business practices, deliver innovative programs, and partner with elite technology manufacturers and application service providers. Over the years, Teleco of the Rockies has leveraged this relationship to consistently deliver benefits to their customers that are simply unavailable to other technology providers. For example, Teleco of the Rockies is able to leverage the buying power of approximately 130 technology providers to receive deep discounts from manufacturers, and provide a lower cost to the customer. The bottom line of this partnership is that Teleco of the Rockies is better positioned to enhance employee productivity and increase profitability than any other technology provider in the market.

"We continue to be impressed with Teleco of the Rockies' stern commitment to their customers. At the end of the day, business owners are concerned with the bottom line and new technology is pointless if it doesn't increase your overall profitability," commented Stein. "Teleco of the Rockies has always focused on this fact and it shapes

their recommendations and suggestions when working with their clients. As a result of this approach, their customers continue to thank them and I see a very bright future for Teleco of the Rockies," added Stein.

With growth opportunities on the horizon in 2012 many businesses are looking for ways to prepare for the large influx of sales they expect to see. This change will be driven by macroeconomic factors, but will be sustained by a business's ability to keep up with demand. Many businesses are investing heavily in technology and enlisting the help of elite technology providers like Teleco of the Rockies to make sure that whenever that wave of sales arrives, they're ready to ride it all the way to the bank.

TELECO OF THE ROCKIES

Teleco of the Rockies is the nation's most customer-oriented business telephone and data communications company. The company's goal is maximum customer satisfaction through total customer service. Teleco of the Rockies provides its customers with a variety of telecommunications solutions including VoIP, traditional PBX, and pre-owned equipment, which are serviced by Factory Certified technicians. Customers are

thoroughly trained in every component of their system by a highly experienced customer service team.

Founded in 1983, Teleco of the Rockies has offices in Denver and Fort Collins. The company maintains a national footprint through its national services network supporting businesses throughout the United States. For more information on Teleco of the Rockies, call 303-790-8700 or visit www.telecorockies.com.

ABOUT TECHNOLOGY ASSURANCE GROUP (TAG)

Technology Assurance Group, LLC (TAG) is an international organization of leading independently owned business communications companies. TAG provides its members with the competitive advantages necessary to achieve a dominant position in their marketplace. Members benefit from programs including strategic partnerships with communication

solution providers, best business and management practices, and advanced sales training programs. TAG's mission is to increase its Members' sales and profits through education and to ease their introduction of new technology to the marketplace by leveraging their combined intellect and purchasing power. For more information on TAG, please call 858-673-5800 or visit www.tagnational.com.