

## **Appia Communications completes acquisition of Voxitas | Combination gives customers a single, nationwide source for communications and networking services**

TRAVERSE CITY, MI, August 09 – Appia Communications, Inc. today announced its acquisition of Voxitas, a national VoIP and MPLS networking services provider.

"This is a perfect match for us. It enables us to offer customers a complete range of communication and networking solutions. This is essential in today's market because customers want options and not a 'one size fits all' approach," said Victor von Schlegell, Appia's president.

With the acquisition, customers can choose from hosted and SIP trunking-based Voice over IP; private networking via MPLS; Internet access, video conferencing, and managed services that reduce capital and operating costs, enabling customers to focus their human and financial resources on what matters most to their success.

"These expanded capabilities also give our sales partners a clear advantage over their competitors," von Schlegell continued. "They are now able to customize solutions to the requirements of their customers, all from one provider."

"We are very happy to be a part of Appia and are working hard to complete the integration of the two companies," Mike Morey, former president of Voxitas. "Voxitas customers should have already seen the value of this combination in the expanded support staff and hours that are possible because of the scale of the new organization."

The combined company has already achieved several milestones, which include:

- A more robust SIP trunking product line, including new disaster recovery options
- Availability of MPLS services across the U.S.
- 24x7x365 technical support
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The company's efforts are supported by investors including Dolphin Equity Partners and Advantage Capital Partners. Mark Lewis, principal at Advantage, noted that, "Combining these two companies positions us very well to meet the needs of



customers and to strengthen our competitive position in the marketplace. We offer the A to Z solution for the company or organization that requires reliable and cost-effective managed services."

### **About Appia**

Appia Communications is a leading provider of managed communication and network services, with a focus on small and midsize companies and organizations. Appia's solutions help customers minimize capital investments, reduce costs, enhance employee productivity, improve customer care, and compete more effectively against much larger enterprises.

Headquartered in Traverse City, Michigan, Appia serves markets nationwide, with operations in Atlanta, Boston, Chicago, Dallas, Detroit, Houston, Indianapolis, Los Angeles, New York, Philadelphia, San Francisco, Seattle, St. Louis and Washington D.C.

Appia has been recognized as one of America's fastest-growing private companies (Inc., 2007-10); one of the fastest-growing solution providers in the technology industry (CRN, 2009); and one of the top managed service providers in the world (MSPmentor, 2009-10). Appia has also been named one of the 2010 Michigan 50 Companies to Watch by the Edward Lowe Foundation.

For more information, please visit [www.appiaservices.com](http://www.appiaservices.com) or call 877-277-4297.

### About Dolphin Equity Partners

With more than \$340 million in capital, Dolphin Equity Partners, L.P., invests in early and growth-stage technology-enabled companies positioned for continued growth and that present the potential to structurally transform enterprise and industry practices. As a trusted advisor and partner, Dolphin provides strategic and operational guidance to each of its portfolio companies, helping them build transformative and disruptive businesses for the long term.

### **About Advantage Capital Partners**

Advantage Capital Partners is a leading venture capital and small business finance firm focused on providing growth capital and other investments supporting state and local



economic development efforts. The firm's typical forms of investment include early stage, expansion equity, mezzanine financing, senior and subordinated loans and government-guaranteed lending. With offices and partners in St. Louis, New Orleans, Austin and other U.S. cities, Advantage has raised more than \$1.3 billion in institutional capital since 1992 and invested in companies located in geographic areas underserved by traditional capital.