

Appia Partners with The Gatestone Group to Offer Managed IT and Telecom Services in Central Ohio

TRAVERSE CITY, MI – January 20, 2009 – Appia Communications announced today that The Gatestone Group of Columbus, Ohio, has joined Appia's rapidly-growing nationwide network of partners. Gatestone is one of the newest partners to join Appia, a leading provider of managed IT and telecommunications services to small and midsize companies and organizations.

"Our partnership with Gatestone is a great fit," said Jason Ulm, Appia's vice president of sales. "We can offer customers in the Columbus area real savings in both capital and operating costs, on top of a highly reliable service delivery platform."

Gatestone will add Appia's proven solutions in voice, data, video and networking to its broad portfolio of services. According to John Frazier, owner of The Gatestone Group, the timing couldn't be better.

"In this economy, where companies are watching their capital expenditures, Appia's voice services are especially attractive for a number of reasons," Frazier said. "They easily scale for companies from one to 1000, the implementation cost is lower than traditional premise-based phone systems, and the ongoing maintenance is included in the low monthly fee.

"Our customers will have all the benefits of a full-blown Cisco phone solution for a fraction of the cost. We are very excited about adding Appia to our portfolio." For more information about Appia's managed IT and telecom services in Ohio, or about becoming an Appia partner, please contact Dan Swain at 574-707-7788 or dan@appiaservices.com.

About The Gatestone Group

The Gatestone Group is a single-source provider of integrated voice, data, and other IT solutions that give its clients a competitive edge. Gatestone plans, designs, implements, and manages IT solutions to meet a wide array of converged communication needs, including voice and data networking, contact center solutions, network carrier services, and voice and data storage. Gatestone's broad portfolio is



born out of strategic relationships with the industry's best manufacturers, service providers, carriers and application developers.

The Gatestone Group also specializes in professional services including consulting, design, engineering, project management, installation, maintenance and training. For more information, please visit www.gatestonegroup.com or call 614-328-7200.

About Appia Communications

Appia Communications is a leading provider of managed IT and telecommunications services, enabling small and midsize companies and organizations to benefit from Internet Protocol technology for far less than the cost of an in-house implementation. Appia's managed solutions help customers reduce costs, enhance employee productivity, improve customer care, and compete more effectively against much larger enterprises.

Headquartered in Traverse City, Michigan, Appia has operations in Boston, Chicago, Detroit, Indianapolis, Los Angeles, New York, St. Louis, and other markets in North America and Europe. Appia was named to Inc. magazine's list of America's fastest-growing private companies in both 2007 and 2008. For more information, please visit www.appiaservices.com or call 877-277-4297. Appia is a Cisco Powered Network and holds advanced Cisco communications certifications.