

One Million Reasons to Partner with Appia | Provider of managed IT and telecom services tops \$1 million in revenues shared with resellers.

TRAVERSE CITY, Mich. – June 24, 2009 – Appia Communications, a leading provider of managed IT and telecom services, today announced that it has passed the \$1 million mark in revenue-sharing with its rapidly-growing nationwide network of partners.

Appia works with agents and value-added resellers across the country in marketing and selling its voice, video, and data services. Resellers partner with Appia to diversify their businesses, open new markets, and generate new revenues, all while saving their customers time and money.

"We don't compete with or sell against our partners," said Victor von Schlegell, Appia's president. "Instead, we know that long-term collaborative relationships with our partners allow us to better serve our customers. The \$1 million milestone reflects both the success of that collaboration and the ongoing satisfaction of our customers." According to Jason Ulm, Appia's vice president of sales, the slow economy has further accelerated interest in Appia's partner program.

"In both IT and telecom, it's getting harder and harder to survive on equipment sales alone," Ulm said. "Our partners understand the difference that recurring revenues can make to their business, and they are able to offer more ways to help their customers succeed."

To learn more about Appia's managed services, or about becoming an Appia partner, please contact Jason Ulm at 317-715-9507 or jason@appiaservices.com.

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, and was named one of the world's Top Five Managed Service Providers on the 2008-2009 MSPmentor 100.

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.