

### **Lifecycle Experience Differentiator – Experience and Commitment**

Your client lifecycle experience is built on over 40 years of business voice and data technology design, deployment and management success with over 150 years of combined employee industry experience and client commitment. Outlined below is the company history which has evolved with the information and communications industry. Several of our employees have matured with the industry and the company to capture years of positive industry experiences and some not so positive lessons learned. This experience and commitment is a key factor in delivering unprecedented value to our customers.



1968 FCC Carter Phone Decision was the beginning of deregulation in telephone equipment.



Current **ComNet** team members were charter members of the first competitive telecom association which was instrumental in forming the competitive industry we have today.



Current **ComNet** team members were stakeholders in the original company started in Columbus in 1974 that grew to one of the largest "interconnect" companies in the US.



In 1982 the large system business of that company was acquired by an industry leading manufacturer with a nationwide network of authorized dealers.

## **Biztel**

The small system group spun off to form a new business in the Columbus marketplace.



In 1985 that business merged with another company in southwest Ohio to form another successful business with some of the same team members as the current company.



In 1996 that company was acquired by an industry leading manufacturer with a nation-wide network of direct sales offices and authorized dealers.



In 2006, that industry leading manufacturer was acquired by another, larger industry leading manufacturer that did not have direct sales offices and marketed through a nationwide dealer sales network.



In 2006, a couple of the original company stakeholders reformed the current company and recruited many of the highly experienced team members of the preceding companies.

**Experienced enough to do the job – Committed enough to really care**