

PRESS RELEASE

FOR INTEGRA TELECOM



FOR IMMEDIATE RELEASE

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INTEGRA TELECOM NAMES MATT SMITH VICE PRESIDENT OF SALES FOR BUSINESS SERVICES

Smith Charged With Aligning Business Class Network and Communication Solutions With The Needs of Small-And-Medium Sized Businesses

Portland, Ore. – Aug. XX, 2011 – [Integra Telecom Inc.](#), a provider of business-grade networking and communications solutions, has named Matt Smith vice president of sales for business services. In this role, Smith will lead the company's sales force in aligning Integra's full suite of communication services with the evolving needs of small- and medium-sized businesses (SMB).

Priority services Integra is deploying to increase efficiencies for the SMB sector include Integra's carrier-grade Ethernet and investment in cloud services.

"Businesses of all sizes are rapidly adopting carrier-grade Ethernet platforms as the transport method of choice to support their business applications and cloud services," said Steve Zimba, chief marketing officer for Integra Telecom. "Integra's investment to augment its network with carrier-class Ethernet and VPN services for the enterprise segment will benefit thousands of businesses large and small. We are also deploying our own suite of cloud services, which will allow us to offer voice and cloud applications delivered over multiple access and bandwidth types."

Smith will oversee Integra's 11-state service area maintaining the company's commitment to the SMB sector. This sector employs the majority of the workforce in the metro areas Integra serves, making up a substantial portion of the businesses occupying the 1,700 lit, fiber-fed buildings on Integra's 3,000-mile metro fiber network.

"Integra's robust fiber network is ready to meet the needs of businesses regardless of their size," said Smith. "Our communication solutions offer a full range of customer options and are competitively priced in order to provide exceptional value for small- and medium-sized businesses."

Integra Telecom is also making significant investments in its customer relationship management systems to strengthen its customer service and enable Integra's sales team to work more efficiently. These new systems are being combined with powerful databases and cutting edge

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mapping technology to give Smith's team real time access to important information regarding product availability, including fiber, customer and prospect information.

Smith joined Integra in 2007 with the acquisition of Eschelon Telecom. Since then he has served various roles in sales and senior management for Integra.

About Integra Telecom

Integra Telecom Inc. connects business by providing business grade networking, communications and cloud solutions to thousands of business and carrier customers in 11 Western states, including: Arizona, California, Colorado, Idaho, Minnesota, Montana, Nevada, North Dakota, Oregon, Utah and Washington. The company owns and operates a nationally acclaimed, best-in-class fiber-optic network consisting of a 5,000-mile high-speed long-haul fiber network and a 3,000-mile metropolitan access network including more than 1,600 fiber-fed buildings. The company has earned some of the highest customer loyalty and customer satisfaction ratings in the telecommunications industry. Integra Telecom is a registered trademark of Integra Telecom Inc. For more information, visit www.integratelecom.com.

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