

PRESS RELEASE

FOR INTEGRA TELECOM



FOR IMMEDIATE RELEASE

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INTEGRA TELECOM HONORED BY *CHANNEL PARTNERS* MAGAZINE

Integra Included in Top 50 Channel Programs;
Three Employees Voted Top 15 Channel Managers

Portland, Ore. – Aug. 24, 2011 – [Integra Telecom](http://IntegraTelecom.com), a provider of business-grade networking, communications and cloud solutions, received multiple awards at the *Channel Partners* magazine annual Channel Partners Conference and Expo in Chicago.

Integra Telecom's indirect sales program was honored as one of the *Channel Partners* Top 50 Channel Programs. Inclusion in the list is determined by *Channel Partners* readers—representatives of indirect sales organizations for telecom providers—who vote on the industry's best channel programs. The ballot included nearly 250 programs.

In addition, Integra Telecom employees Nickie Beckstead, Steve Cawley and Gene Sehl were named Top 15 Channel Managers for their work creating and managing successful indirect sales channels. Nearly 1,000 master agents, subagents and independent agents nominated the telecom professionals whom they considered to be excellent channel managers and then voted on a final ballot of 80 names. Thanks to a tie, the Top 15 contest features 16 winners. These individuals will be profiled in the October issue of *Channel Partners* magazine and in an online photo gallery.

"Several individuals made the list because of write-in votes," said Khali Henderson, *Channel Partners* editor-in-chief, "which shows how strongly our readers feel about acknowledging the exceptional service provided by their channel managers. We are pleased to recognize the Top 15 Channel Managers for their outstanding work."

Beckstead has worked as a senior channel manager for Integra for three years and has been in the indirect channel for four years. This is the second year in a row that she has been named a Top 15 Channel Manager. Cawley has worked as a senior channel manager for Integra for eight years. He was also a Top 15 Channel Manager last year. Sehl has worked as Integra's senior channel manager in the Colorado market for one year.

"Integra places a great deal of importance on its channel program," said Ken Worcester, the company's vice president of indirect sales, "so it's gratifying to see our efforts in this area acknowledged. We are honored to be included in the Top 50 Channel Programs and to have three of our channel managers rewarded for their excellence."

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About *Channel Partners* magazine

For more than two decades, *Channel Partners* has been the leader in providing news and analysis to indirect sales channels serving the communications industry. It is the unrivaled resource for resellers, aggregators, agents, brokers, VARs, systems integrators, interconnects and dealers that provide network-based communications and computing services, associated CPE and applications as well as managed and professional services. *Channel Partners* is the official media of the Channel Partners Conference and Expo (www.channelpartnersconference.com).

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 1,700 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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