

# News Release



**Media Contact:**

Jeff Shafer, 913-794-3614

[jeff.s.shafer@mail.sprint.com](mailto:jeff.s.shafer@mail.sprint.com)

**FOR IMMEDIATE RELEASE**

**On-the-Spot Communications Tool Highlight Sprint Wireless, Wireline Communications Solution for NetVersant**

*Ready Link push-to-talk service and Sprint PCS Connection Cards complement Internet network and voice collaboration services to help keep NetVersant sales and service people in front of customers, not behind a desk*

**OVERLAND PARK, Kan. – xxxx, 2004** – Companies have a wide range of choices in selecting who will deliver their security, communications and IT infrastructure. NetVersant has built its reputation on providing the highest degree of service and support in the way its people act and interact with customers. Now, Sprint (NYSE: FON) is delivering the powerful combination of wireless and wireline communications services that will help NetVersant build on its customer first philosophy, keeping its technicians in constant contact and its sales force in front of customers, rather than behind a desk.

To make a complex suite of communications services easy to manage and drive maximum cost efficiency, Sprint has combined a broad range of wireless and wireline services into a single, consolidated contract with NetVersant. Through the multiyear agreement, Sprint delivers more than 1,200 “lines” of wireless voice and data services, to include more than 450 Sprint Ready Link “push-to-talk” accounts to help NetVersant’s technicians communicate quickly and efficiently whether in their branch offices or at a customer site. Sprint is also delivering a national Internet Protocol (IP) data network), nationwide voice services and collaborative solutions services to NetVersant.

“Sprint’s ability to deliver everything we needed – wireless voice and data, push-to-talk capability, and a nationwide wireline voice and data network – under a single, easy-to-manage contract helps us to save time and money while improving our ability to serve our customers,” said Chip Goetzinger, VP Finance & Administration, NetVersant. “We are very mindful that in our highly competitive markets, customers have a choice. Our national coverage, operational consistency, national billing capabilities, web-based management tools and unmatched support help set NetVersant apart from our competitors. Sprint is delivering the integrated communications that help us bring these attributes to life for our customers.”

## **Wireless Data**

Sprint PCS Connection Cards enable NetVersant employees to wirelessly connect to the company's email and Oracle Business Information network from locations anywhere on the enhanced Sprint Nationwide PCS Network. NetVersant will use the PCS connection cards for a range of applications, including instantly sending photos of completed projects to customer contacts that may be across a corporate campus or across the country. For the highly mobile NetVersant field service teams, the cards offer wireless freedom, convenience and mobility with high-speed connectivity. The wireless connectivity allows for real-time uploads of new content and news at data speeds comparable to traditional dial-up connections, averaging 50-to-70 Kbps with peak data speeds of 144 Kbps.

## **PCS Ready Link**

PCS Ready Link is a wireless service available anywhere on the enhanced Sprint Nationwide PCS Network that provides NetVersant technicians with a quick, convenient way to communicate one-on-one or to groups of people with the simple push of a button. Ideal for short "get in, get out" conversations, PCS Ready Link is an efficient and cost-effective way for NetVersant to manage the coordination and technical problem-solving often required when installing complex systems. PCS Ready Link also enables NetVersant technicians to use the same phone number for voice and PCS Ready Link calls. Administratively, NetVersant can now easily manage a complete company directory, update account information and group lists and push changes to the phones of employees via a Web-based administration portal.

"NetVersant, like Sprint, operates in a market where the customer is king and decisions must be made that ultimately help drive better customer care and increased customer loyalty," said Nancy Salisbury, VP, Sprint. "Sprint is delivering a complete combination of services, helping to marry wireless and wireline technologies in a way that makes sense, and creating an integrated bundle that saves NetVersant time and money. Ultimately, our goal in serving NetVersant is to help it achieve its mission, grow its business and create satisfied and loyal customers."

## **About NetVersant**

NetVersant is the leading national provider of comprehensive and integrated network infrastructure solutions offering a complete range of voice, video and data communications services. NetVersant's core practices center on network infrastructure, wireless solutions, high-end telephony installations and electronic security systems. NetVersant has created an operating structure and culture conducive to providing consistent quality, service and expertise to national customers with multiple locations. For more information, visit [www.netversant.com](http://www.netversant.com)

## **About Sprint**

Sprint is a global integrated communications provider serving more than 26 million customers in over 100 countries. With more than \$26 billion in annual

revenues in 2003, Sprint is widely recognized for developing, engineering and deploying state-of-the-art network technologies, including the United States' first nationwide all-digital, fiber-optic network and an award-winning Tier 1 Internet backbone. Sprint provides local communications services in 39 states and the District of Columbia and operates the largest 100-percent digital, nationwide PCS wireless network in the United States. For more information, visit [www.sprint.com](http://www.sprint.com).

-30-

JS/JA  
5/26/04  
8 a.m. Central