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# FlashPoint *focus*

DEDICATED TO QUALITY IN EVERY ENGAGEMENT

*NetVersant and Nortel expand strategic partnership to include SL100 & CS2100 product solutions*

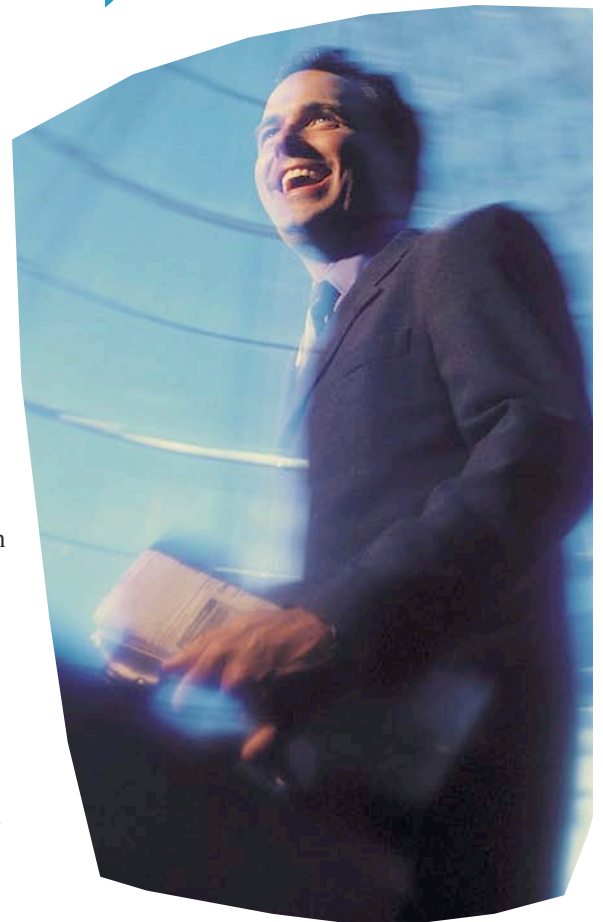
## Offering you more choices to achieve your goals

NetVersant Solutions is pleased to announce the expansion of our strategic relationship with Nortel, including the addition of the SL100 and CS2100 product line to our existing Nortel service portfolio.

“As a key Nortel telephony partner, it was important for NetVersant to embrace Nortel’s full suite of telephony voice processing and application,” comments Scott Davis, Vice President of Channel Sales for Nortel. “This expansion allows NetVersant to deliver comprehensive products and services to the largest enterprise clients.”

As a Nortel Elite Advantage Partner, NetVersant is certified to sell and support a large portfolio of Nortel solutions, including CS2100, Meridian 1, Succession, Call Pilot, Symposium and BCM. Our customized solutions and premier services uniquely address the ever-changing business requirements of our clients.

To learn more about NetVersant’s telephony service offerings, contact Mark Davis at 713.403.3800 ext. 3841 or [mdavis@netversant.com](mailto:mdavis@netversant.com).



## MARKET WATCH

*Mark your calendar for the August Houston INNUA meeting on August 9 hosted at the NetVersant Resource Center. More details to follow.*



## NetVersant continues to expand its professional service team

*NetVersant delivers comprehensive solutions supported by the best team in the industry*

NetVersant is pleased to announce the addition of Senior Product Engineer J Flippin. J comes to NetVersant with more than ten years of Nortel industry experience ranging from sales to engineering, and his solid technical capabilities and background compliments our growing sales force. J is certified in many convergence-focused

products including Meridian 1, BCM, Succession, Symposium, Call Pilot and various other voice and data technologies. We look forward to introducing J to our service clientele.

In addition to Nortel support, J will be cross trained on the engineering and configuration of the Avaya product line. As a service company offering both the Nortel and Avaya product lines, NetVersant is well

positioned to advise and recommend the appropriate technology to meet our client's unique business requirements.

Contact J today at [jflippin@netversant.com](mailto:jflippin@netversant.com) or 713.403.3800 ext. 3857 to learn more about NetVersant's industry-leading telephony solutions.

**SMARTER  
MESSAGING:**  
Productivity  
across your  
enterprise



Don't miss the opportunity to upgrade your messaging technology with NetVersant. Nortel is offering substantial discounts to installed Meridian Mail clients to migrate to CallPilot. These discounts won't last forever, so contact NetVersant today. [csherman@netversant.com](mailto:csherman@netversant.com)  
**678.494.6407**

## NetVersant "Saves the Day" for Key Equipment Finance

In April 2005, NetVersant and Key Equipment Finance entered into a service support agreement for on-site technical support for Key Equipment Finance's Nortel contact center infrastructure in Houston, Texas.

"The decision to engage with NetVersant was based on a number of parameters – an excellent reputation, cost effectiveness and the flexibility to offer a creative solution for our enterprise. We look forward to growing our partnership and enhancing the level of service we provide to our end-user

customers," said Tera Hanson, Telecommunications Analyst with Key Equipment Finance.

NetVersant provided a customized solution for Key Equipment Finance which included on-site service personnel to support Key Financial Equipment's Nortel PBX and auxiliary systems including Symposium (SCCS) and NICE contact center platforms.



Concerned about corporate security in your enterprise? NetVersant has security solutions to address your telephony vulnerabilities as well as your premise-based intrusion detection requirements.

For more information, don't delay... Contact NetVersant today at 713.403.3800.

 [www.netversant.com](http://www.netversant.com)