

## Value Added Reseller of Communications and IP Solutions

**Est. 2006 Revenue: \$9.1MM****Est. 2006 Recast EBIT: \$2.21MM**

- **Superior name and reputation:** Our client enjoys a long-standing (7 years) reputation for its technical expertise and superior customer service.
- **Strong client relationships:** The Company is proud of its strong ties to clients and its reputation for unsurpassed customer service. This commitment is represented in the strong retention rate of clients. The Company estimates that 70% of its revenue is generated by repeat customers.
- **Brand-name products:** The Company represents many of the leading brands in the industry, which enables it meet the high-end needs of its clientele.
- **Cisco relationship:** A Cisco premier partner, A&F was recently named one of the Top 15 IPTEL Partners in North America by Cisco's IP Telephony Business Unit. In addition, the Company is a member of the Cisco Channel Advisory Board and is one of only 30 partners from the United States and Canada that has been invited to be on the Board.
- **High profile customers:** Strong customer base
- **Diversified customer base:** Our client has a customer base of over 70 active accounts that represent a variety of industries including financial, education, professional services and manufacturing.

The Company provides networking and IP communications solutions for its clients. The Company is a value-added reseller of Cisco, Microsoft, Packeteer and HP products and provides professional services such as installations and repairs. An average networking project would generate revenue of \$40,000 to \$50,000 and would take four days to complete while an average telephone installation project would generate \$150,000 and require five days to complete. A Cisco premier partner, our Client was recently named one of the Top 15 IPTEL Partners in North America by Cisco's IP Telephony Business Unit. The Company's engineering team is a select group of IT professionals that have obtained the highest level certifications in the industry

**For further information regarding Client # 29447 please contact:**

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