



FOR IMMEDIATE RELEASE

**TRANSCEND COMMUNICATIONS, INC., OF MINNEAPOLIS, MINNESOTA,  
IMPLEMENTS THE SHORETEL IP TELEPHONY SOLUTIONS WITH LAKE POINTE  
CAPITAL.**

*Reliable, easy-to-use and cost-effective IP phone system dramatically  
improves productivity and communications.*

**April 2, 2007 | Transcend Communications, Inc.** today announced it has signed an agreement with Lake Pointe Capital of Minneapolis, Minnesota to implement a ShoreTel IP Telephony Solution.

In an interview with Brett Casebolt, partner of Lake Pointe, Brett stated they were in the process of launching a new business and needed to evaluate which telephony product would fit their needs. "Having used Nortel, AT&T and Intertel in the past, the ease of management with the ShoreTel system is second-to-none," said Casebolt. Brett explained that the ShoreTel system is very competitively priced and the flexibility enabled them to work remotely; eliminating any missed calls with their extensive traveling. "Our employees find the ease-of-use and feature-rich system allows them more effective manageability," said Brett. On Transcend, Brett had this to say, "Of all the providers we've worked with, Transcend without a doubt made us comfortable and were there when we needed them. We always knew we could count on them to solve any problems that weren't even necessarily theirs to solve. That was an important quality for us, as we are non-technical people. Transcend was the bridge to our telephony success, making sure our network and phones are running."

**About Lake Pointe Capital**

Lake Pointe Capital is a growing private equity and investment banking firm that serves the high-end institutional investors and companies. The company was recently formed by key personnel from a larger firm that ran on a ShoreTel phone system.

**About ShoreTel**

ShoreTel is a leading provider of IP telephony solutions. ShoreTel voice systems provide enterprise customers with a number of key benefits. ShoreTel's distributed software architecture and switched-based hardware platform extends enterprise-class voice services to every office and outpost, keeping employees fully connected wherever they go. Founded in 1998, ShoreTel has achieved broad industry recognition for its technology. For the last four years, IT executives surveyed by Nemertes Research, an independent research firm, have rated ShoreTel highest in customer satisfaction among leading enterprise telecommunications systems providers. ShoreTel



is headquartered in Sunnyvale, California and has regional offices in the United Kingdom, Sydney, Australia and Munich, Germany.  
For more information, visit <http://www.shoretel.com/> or call 1-877-80SHORE.

### **About Transcend Communications**

*People. Experience. Service.*

Transcend was established in 1985 and has over 4,000 customers.

By definition, Transcend is a Value-Added Reseller and systems integrator that designs, develops, deploys and supports network, data security and IP telephony solutions. By reputation, Transcend is known for taking the lead in providing customers with state-of-the-art technology to maximize the productivity of their data infrastructure.

For more information on Transcend, visit [www.transcendinc.net](http://www.transcendinc.net) or call 800-800-0353.

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