



FOR IMMEDIATE RELEASE

TRANSCEND COMMUNICATIONS, INC. OF MINNEAPOLIS, MINNESOTA ANNOUNCED TODAY THAT IT POSTED RECORD REVENUE FOR 2008

January 28th, 2009 | Transcend Communications, a Minneapolis, Minnesota based Reseller and Integrator of IP Telephony & Video Solutions today announced it posted record revenues for fiscal 2008 ending December 31st. The company attributed the record sales year to the continuation of signing net new customers and maintaining a customer satisfaction rating over 95% for its existing customer base of 3,000 customers. Transcend added 64 new customers in 2008; some notable new customers include Piper Jaffray, Columbia College, Peoples State Bank, Digi International, Wooddale Church, Arizant Healthcare, WPS and the City of Oakdale. Transcend also recorded a customer satisfaction rating of 96.21% for the 12 month period.

"Market demand for Transcend is there, even during this economic slowdown. We have a unique approach to our sales cycle, it is consultative and really helps company's achieve a hard dollar Return on Investment," said Mark Lindgren, VP of Sales and part owner of Transcend, *"we spend a lot of time upfront building a detailed Statement of Work and project justification, it helps make the project successful for both of us."* Lindgren added.

Transcend has grown revenues over 30% over the last three years, and a majority of that growth has been in sale, implementation and service of Avaya and ShoreTel IP Telephony. Transcend is a strategic Avaya Silver Partner and in 2008 Transcend was recognized by ShoreTel as the top revenue producing Reseller nationwide.

About Transcend Communications

People | Experience | Service

Transcend has been selling phone systems since 1985 and has over 3,000 customers. By definition, we are a Value-Added Reseller (VAR) and systems integrator that designs, develops, deploys and supports network, data security, video conferencing and IP telephony solutions. By reputation, we are 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 <http://www.transcendinc.net> or call 800-800-0353.

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