

Telwares Announces Sourcing Services for Small to Medium Sized Enterprises

Telecom Spend Management leader brings "Fortune 100-caliber procurement" to new market

PARSIPPANY, NJ, October 30, 2008 - Telwares today announced the availability of a new sourcing service targeted at small to medium sized enterprises. The new service brings Fortune 100-caliber procurement and contract negotiation services to enterprises with lower telecom spend that are seeking to reap maximum value from complex and sometimes inflexible telecom services agreements.

According to Gartner, the highest spending category among small to medium sized businesses is telecom services¹. Recognizing this dynamic, and in response to market demand, Telwares will now offer small to medium sized enterprises a cost-effective and streamlined approach for getting the best rates, terms and conditions for their telecom contracts. This new offering includes an assessment of clients' current telecom contracts and network environment, and the re-negotiation of contracts including streamlined RFP management for both wireline and wireless services as appropriate.

"In this difficult economic environment, businesses of all sizes are looking for ways to drive down costs," said Dave Muller, Telwares' President. "Telwares consultants have negotiated contracts for hundreds of large enterprises. By using Telwares' services, small to medium sized enterprises can now benefit from a team of seasoned consultants, analysts and contract negotiators to receive savings demanded and enjoyed by big businesses."

About Telwares

Telwares is the leading provider of telecommunications spend management solutions to the Global 2000. Headquartered in Parsippany, NJ, Telwares serves the TEM industry's largest client base representing every industry across the globe. Telwares currently holds \$6.6 billion of telecom services under management and has saved clients more than \$5 billion from the \$15 billion of contracts negotiated. Telwares customers additionally profit through the expertise of a management team comprised of experts and thought leaders well known to the industry. For more information, visit www.telwares.com.

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ⁱ Gartner, "Dataquest Insight: SMB Industry Market Strategies, United States," Ellie Babaie, John-David Lovelock, April 2008