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For Immediate Release

Teligistics Reaches \$4.5 Billion in Telecom Procurement

Texas firm reaches milestone for strategic sourcing of telecom contracts.

The Woodlands, TX (OPENPRESS) June 23rd, 2007 - Teligistics, Inc. the leading telecom expense management and consulting firm announced today that it has surpassed \$4.5 Billion in negotiated telecom contracts for its client companies since the inception of the 10 year old firm.

David Roberts, Teligistics CEO stated, "Enterprise clients have learned a long time ago that there is specialized knowledge required to impact the complex structure of telecom contracts and to negotiate with the major telecom providers on a level playing field. The combination of our experience, market knowledge, application expertise and patented methodologies are unmatched. Leverage is a key factor in these negotiations and that balance tilts towards the firms that engage Teligistics for this process where they would normally be in the telecom provider's favor."

Teligistics has developed intellectual properties in an area generally known as an inexact science. Teligistics pioneered the "Telecom Decision Matrix®" as a compliance method for the Sarbanes-Oxley Act.

CEO Roberts commented, "The Telecom Decision Matrix® provides an audit trail necessary for those companies concerned about the process used to award multi-million dollar telecom contracts. Compliance officers, Procurement Pros, CIO's, CFO's and CEO's appreciate this logical method used to score and weight RFP responses and grades such items as customer support, billing platforms, SLA's and many other factors that go into a decision to award a telecom contract. Not only is this an objective method to score responses to RFP's, but it clearly defines the objectives of our client firms in the process and provides the audit trail necessary to justify any award."

Teligistics was awarded a U.S. Patent in 2005 (applied for in 2001) for its proprietary methodologies for comparing the net costs of rate plans and contract offerings. Teligistics is the only telecom expense management firm or telecom consulting firm with this methodology patent.

"Uncovering the true cost of ownership of any telecom contract or offering was a key driver for this patent. Without this methodology, telecom procurement pros cannot state the exact impact of any proposed agreement or rate offering. The telecom providers are experts at "bait & switch" techniques that are entwined in their corporate cultures. Our methods flush out the true costs of ownership. When you couple that with our vast experience in contract terms, it correlates into the most effective strategic sourcing solution for complex voice, data, WAN and IT applications available," Roberts declared.

Teligistics offers a full suite of telecom contract negotiation and RFP (request for pricing) products. These include the "Rapid Deployment Telecom RFP®", designed for client firms who have let their existing telecom provider contracts reach expiration or are within the sub-optimal time frame (6 months or less) before those agreements expire. This product is quick to launch, and significantly reduces the timeframe necessary to fully optimize the sourcing strategies of an RFP.

Regarding the "Rapid Deployment Telecom RFP®", Roberts added, "A significant piece of the strategic sourcing in the telecom environment is leverage. Leverage is gained by having vast market knowledge which we have by doing literally hundreds of RFP's. Leverage is also gained by negotiating contracts or launching RFP's in a timeframe that would allow our client to make any necessary changes to their network in the event the incumbent provider loses. Generally, this is between 6 and 12 months before contract expiration. This product is designed for those potential clients who have lost their leverage, simply by allowing contracts to expire or where their incumbent provider does not believe the client has the necessary leverage to negotiate the best deal available according to market conditions."

▲ Telecom Expense & Asset Management® ▲ Telecom RFP Management ▲ Project Management



When asked why a firm would use Teligistics as an outsourced solution for this procurement process and for contract negotiation, Roberts remarked, "The typical organization negotiates telecom contracts once every couple of years. The corporate legal departments see these about the same frequency. IT departments are typically not your best negotiators as they are emotionally invested in their internal networks. The level of expertise needed to win a world class contract in this area simply cannot be obtained by seeing these documents every two years. We will typically have 4-5 active negotiations going on at any one time. The telecom vernacular, specialized terms, conditions and rate elements are very, very unique to telecom. There is simply no substitute for successful experience, and we have it as evidenced by the \$4.5 billion milestone we just achieved and by having very satisfied clients. Having a knowledgeable third party expert tilts the advantage to the client where it would normally reside with the telecom service provider."

About Teligistics:

Teligistics is a Houston, TX based leading telecom expense management and consulting firm founded in 1997. Teligistics was awarded a U.S. Patent for its methodologies in analyzing telecom service provider rate plans and offerings and the process for determining true net costs of those plans. Teligistics creates, manages and implements complex telecom RFP's (requests for pricing) for major Enterprise and mid-market firms throughout the U.S. Teligistics' principles have negotiated and contracted over \$4.5 Billion in telecom contract value for client companies. Teligistics' web-based customer portal "Telecom Expense & Asset Management®" (TEAM®) application provides complete visibility into the Enterprise telecom spend and is used to manage telecom inventories, optimize telecom expenses, manage changes, audit telecom invoices and allocate telecom expenses in a 100% managed environment.

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