



Technology Assurance Group Invites Kent Biel, President of Access Telcom, to Offer His Views on the Latest Technologies Impacting the SMB Marketplace

Industry Leader to Lend His Expertise and Years of Experience to U.S. and Canada's Top Technology Providers at TAG's Annual Convention

SPOKANE, WA — January 30, 2011 — Access Telcom, an industry leader in unified communications, announced today that Technology Assurance Group (TAG), an international organization of leading independently owned unified communications companies representing over \$350 million in annual sales, invited Kent Biel, President of Access Telcom, to present on the latest technologies impacting small to mid-sized businesses (SMB) at the 11th Annual TAG Convention. Mr. Biel will share his extensive industry expertise and company's experiences with top technology providers located throughout the United States and Canada. TAG's 2011 Annual Convention will be held on March 16th – 18th in San Antonio, Texas.

With the growth of cloud-based technologies, the theme of the 2011 Annual Convention is "Find Your Silver Lining in the Cloud." SMBs have begun to fully understand the true value of cloud technologies and the market is set to explode. According to predictions by IDC Research, "By 2014, sales of cloud computing products or services will generate almost \$56 billion in annual revenues." The expansion of cloud technologies will not only have a profound impact on the technology sector, but this growth will transform the manner in which

SMBs conduct business across all industries. Biel will share his views on the future of cloud technologies, virtualization, hosted solutions, and managed services with other industry professionals. As a well-respected business leader in the industry, many of his peers will gain valuable insight on where the cloud is taking businesses.

"We've always placed the utmost importance on being on the leading edge of technology which is why we spend so much time and energy educating our employees," commented Biel. "When we truly understand where our industry is headed, it makes it much easier to increase our customers' profitability and give them a competitive advantage. An ancillary benefit to running our organization in this manner is that we are able to share our experiences with our colleagues at events like the TAG Convention."

"The TAG Convention brings the brightest minds and most innovative thinkers in our industry together to share best practices, learn from one another and plan for a successful future," stated Brian Suerth, EVP and Partner of Technology Assurance Group. "We are honored to have President Biel at our event, and we all look forward to learning from him."

ABOUT ACCESS TELCOM

Access Telcom offers what today's business customer demands: exceptional customer service, quality products and a variety of telecommunication

solutions. Creating a communications strategy is vital to doing business in an increasingly competitive world. Access Telcom helps customers create a plan that will accommodate their businesses into the next century. Their team of Factory Certified technicians are dedicated to providing unsurpassed customer service and technical support. The company is committed to supporting its customers' every need, leading the way through the challenges of the ever-changing world of technology. For more information on Access Telcom, call (888) 621-9555 or visit www.access-tel.com.

ABOUT TECHNOLOGY ASSURANCE GROUP (TAG)

Technology Assurance Group, LLC (TAG) is an international organization of leading independently owned unified communications companies. TAG provides its members with the competitive advantages necessary to achieve a dominant position in their marketplace. Members benefit from programs including strategic partnerships with communication solution providers, best business and management practices, and advanced sales training programs. TAG's mission is to increase its Members' sales and profits through education and to ease their introduction of new technology to the marketplace by leveraging their combined intellect and purchasing power. For more information on TAG, please call 858-673-5800 or visit www.tagnational.com.

