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President

## **CLEARFLY COMMUNICATIONS, INC. AND NORTHEAST INFORMATION SYSTEMS** **ANNOUNCE STRATEGIC PARTNERSHIP**

*Companies Team Up to Deliver World-Class SIP Solution*

ALBANY, NY – June 26, 2012 - Clearfly Communications, the premier carrier and leading national provider of SIP trunking, announced today the formation of a strategic partnership with Northeast Information Systems, a leading unified communications provider. The companies have aligned in order to provide small and medium size businesses in under-served suburban markets with "large business" like voice, data, and mobile services at a cost that is affordable and in a package that is manageable.

SIP is an IETF (Internet Engineering Task Force), internet based protocol originally designed for call set-up and control. According to the SIP RFC, the protocol defines how two or more end-points can negotiate to set up and control a communications connection that suits the capabilities of the devices and the needs of its users. In simple terms, SIP supports any form of real-time communication regardless of whether the content is voice, video, instant

messaging, or a collaboration application. Additionally, SIP enables users to inform others of their status, their availability, and how they can be contacted before a communication is even initiated.

SIP trunking may deliver a myriad of benefits, yet the driving factor behind its widespread adoption is the substantial cost savings which it provides to entrepreneurs and enterprises alike. Several smaller organizations can leverage SIP trunks in order to gain access to new features and functionality, such as Caller ID, Local DID, etc., which were previously excessively expensive or reserved exclusively for large companies. SIP is leveling the playing field and has successfully brought enterprise-class solutions to small to mid-sized business (SMB) looking to compete with larger companies in their industry.

Many larger enterprise sized companies have taken note and are also taking a hard look at SIP trunks. With many large organizations looking for new ways to increase profitability and secure a strong foothold in their industry, SIP is coming

under the microscope quite often. SIP improves efficiency and consolidates cost across all areas of an organization's network which makes it much easier for companies to focus on mission-critical areas of the business, rather than funneling money to business communications systems. In fact, many enterprises are harnessing the power of SIP in order to edge out their competitors and secure their spot at the forefront of their industry.

"Northeast Information Systems is an outstanding match," said Chris Hunter, North American Sales Director for Clearfly Communications. "Northeast Information Systems is an exemplary organization and we're proud to be working with them. They understand how important it is to provide their customers with quality service and we believe that's why they've been so successful over the past several years."

As a leading provider of Unified Communications solutions, Northeast Information Systems offers an array of technology that helps their customers achieve their strategic business objectives. Now an

authorized dealer for Clearly Communications products, Northeast Information Systems will drive SIP IP PBX sales in the region.

### **ABOUT NORTHEAST INFORMATION SYSTEMS**

For over 35 years and 3,000 customers, Northeast Information Systems has been the right choice for business telecommunications solutions in NY's Tech Valley. The

company's primary focus is to leverage advanced communications technologies to improve our customer's business processes resulting in greater profitability and increased customer satisfaction. Northeast Information Systems employs leading edge products from tier one manufacturers to design cost effective solutions backed by Factory Certified technical support.

The company's local dispatch center delivers round

the clock service to ensure system reliability with guaranteed emergency service response within 2 hours. Northeast Information Systems does business throughout New York, New England and nationwide via our network of authorized distributors.

For more information on Northeast Information Systems, call (800) 642-3147 or visit [www.nistel.com](http://www.nistel.com).