

Leading Master Agencies Form Cloud Services Round Table

Tempe, AZ , May 12, 2010 – Concierge Communications, a Tempe based Master Agency for communications and technology solutions, today announced that Concierge Communications and Terrapin Solutions, two of the leading cloud services master agencies, have formed a cloud services round table group. The intent of this group is to organize selected master agencies focused on managed services, cloud computing and hosted services. The group will share best practices, evaluate emerging technology, invite provider presentations and explore collaborative opportunities.

Application to the Cloud Services Round Table

The group will meet regularly via phone and in-person at each Channel Partner Expo. Application to the group by master agencies may be accomplished by completing the form at www.CloudRoundTable.com. The request will be reviewed for potential contributions to other master agencies that are focused on managed services, cloud-based computing or hosted service offerings.

The initial chairman of the group will be Clark Atwood, Vice President, of Concierge Communications. Mr. Atwood has been a featured panelist for “Making the Move to IP Telephony in the Cloud” at the 2010 Channel Partners Expo in Las Vegas. He has been involved with hosted VoIP since 2003 and has been directly involved in the successful design and sale of over \$10 million of contract value hosted services.

“This number of managed service providers is growing. Few have the financing and national reach so it is important at this stage to form a group that has visibility to providers around the country” said Atwood. “We don’t know who will ultimately emerge as the dominant players, but this group will be watching and embracing the ones that are performing. We will be evaluating the proven disruptive technologies that will benefit our diverse client bases.”

“This isn’t just about another care and share group” said Andrew Pryfogle, CEO of Terrapin-Solutions. “This is about a fundamental shift in the communications and technology industries. There will always be a place for transactional oriented agencies, but there is a growing demand for agencies that understand the Cloud...there is a unique set of master agencies that really get that. The round table group ensures we keep tabs on the industry so we can offer our agent communities the best options to fulfill their client’s cloud-based initiatives.”

Agents wanting to add services to their portfolio such as:

- Cloud Computing
- Server & Desktop Virtualization
- Cloud Infrastructure
- Business Continuity
- Cloud Telephony (Hosted VoIP)
- Cloud Mobility
- Remote Management Solutions
- Managed Desktop/Server/Security
- Managed LAN
- Managed WAN (including Managed MPLS / CoS)
- Managed Server
- Managed Firewall
- and other Cloud Services

should visit <http://www.conciergecom.com/agent.html> or <http://www.terrapin-solutions.com>.

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About Concierge Communications

Concierge is a no-cost, national consulting, business communications and technology solutions broker, representing over 40 different business communications providers. Concierge offers a single source for a variety of business technology needs and specializes in hosted and managed services. For more information, visit www.concierge.com or call 888.353.9900.



TERRAPIN SOLUTIONS

About Terrapin Solutions

Terrapin Solutions is a Cloud Services Master Agency with a focus on best-of-breed Cloud solutions including Cloud Telephony (hosted VoIP, SIP trunking, and call centers), Cloud Computing (desktop/server virtualization), and Managed Cloud Services (outsourced IT/help desk services). Terrapin's team of dedicated Channel Directors are experts in Cloud services and work closely with the agent community to design winning solutions. For more information, please visit www.terrapin-solutions.com or call 925-271-8338.

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