

COURIER LIST

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Largest Tri-State Telecommunications Equipment and Service Providers

[Ranked by total local staff]

Rank prior year	Name address phone Web address	Total local staff	Top local official	Local telephone customers	Local offices	Company headquarters	Services offered	Manufacturers represented	Year founded in Tri-State
1 1	Cincinnati Bell Technology Solutions 4600 Montgomery Road, Cincinnati 45212 (513) 841-5000 cincinnatiBell.com/cbts	313	John Cassidy	DND	1	Cincinnati	Telecom and IT equipment reseller, data center services, managed services, professional outsourcing	Avaya, Cisco, Sun, EMC, ISS (Internet Security Systems), Microsoft, HP, IBM, Hitachi, Juniper, VM Ware, Citrix	1997
2 3	PowerNet Global Communications 100 Commercial Drive, Fairfield 45014 (513) 942-7900 powernetglobal.com	246	Bernie Stevens	1,691	1	Fairfield	Residential voice and Internet services, commercial voice and data services, wholesale carrier services	DND	1992
3 4	MVD Communications 11262 Cornell Park Drive, Blue Ash 45242 (513) 683-4711 mvdccommunications.com	85	Jeff Black	4,000	1	Blue Ash	Business telephone systems, wireless telephones, VoIP, dialtone, maintenance and service, consulting, long distance	Avaya, Mitel, Cisco, Siemens, Microsoft, Plantronics, HP	1992
4 13	Ideacom Cincinnati* 4623 Wesley Ave., Suite P, Cincinnati 45212 (513) 794-8000 ideacomcincy.com	75	John Hopper	1,000	1	Cincinnati	Telecommunications systems and services, hospital communications systems, data networks, computer equipment and services, network monitoring, software, cabling	Cisco, Tadiran America, Vodavi, 3Com, Active Voice, Igeacare, Wescom, Adtran	1936
5 NR	Positive Business Solutions Inc. 11880 Kemper Springs Drive, Cincinnati 45240 (513) 772-2255 pbsinet.com	55	Ray Cool	175	1	Cincinnati	Sales of new phone systems, service of phone systems	AT&T, Avaya, Lucent, NEC, Nitsuko	1983
6 8	Black Box Network Services Inc. 10101 Alliance Road, Cincinnati 45242 (513) 745-2632 blackbox-vs.com	51	Alan Place	3,000	3	Pittsburgh	Telephone systems, call centers, infrastructure design and implementation, professional services, managed services and outsourcing, IVR and unified messaging	Avaya, NEC, Nortel, Siemens, ASPECT, CISCO, AVST, Intervoice	1978
7 7	NOR-COM Inc. 2126 Petersburg Road, Hebron 41048 (859) 689-7451 nor-com.com	46	Dan Van Meter	12,000	2	Hebron	Engineering, design, integration, installation, support	Comdial, 3-Com, NEC, Avaya, Tandberg, Polycom, ClearOne, Mitsubishi	1971
8 6	Digital and Analog Design Corp. 12125 Ellington Court, Cincinnati 45249 (513) 489-7660 dadtel.com	40	Donald Frank	4,500	1	Cincinnati	Business telephone systems, VoIP, call center, data applications, security, national install and service management, unified messaging	Toshiba, ESI, Oaysis Call Ctr, Cincinnati Bell, Adtran, Cisco	1982
8 5	Airway Technologies 2205 Global Way, Hebron 41048 (859) 689-0223 airway.com	40	Mike Grubbs	DND	1	Hebron	New and refurbished hardware, customized asset management including asset disposition, logistic services, installation and de-installation, distributor of new site management, test and microwave equipment	Nokia, Nortel, Motorola, Siemens, Ericsson, Lucent	1992
8 2	Embarq (formerly Sprint) 20 N. Mechanic St., Lebanon 45036 (513) 932-7492 embarq.com	40	Rebecca Ryan	DND	3	Overland Park, Kan.	Local, long distance, wireless data/voice, data (MPLS, DSL, ATM, IP, frame relay, VPN, ethernet) WiFi, conferencing, managed connectivity, managed security, VoIP, managed network services	Nortel, Cisco, Adtran, Kentrox, Samsung, Sanyo, LG, Motorola, Toshiba, RIM, Palm, Nokia, Sierra Wireless, Novatel, Seven	2006
11 12	Professional Telecommunications Services Inc. 2119 Beechmont Ave., Cincinnati 45230 (513) 232-7700 ptsinc.com	37	Joey Hazenfield	DND	1	Cincinnati	VoIP phone and hybrid phone systems; LAN/WAN networking, monitoring and testing; local, long distance, data services; cabling and fiber optic installations	NEC Unified Solutions, ADTRAN, NUVOX, Active Voice, Polycom	1983
12 11	Inter-Tel Inc. 9367 Allen Road, West Chester 45069 (513) 733-8000 inter-tel.com	35	Dan Zieverink	3,000	2	Chandler, Ariz.	Voice, video, data, network services, equipment and service	Inter-Tel, Tandberg, Polycom, HP, Adtran, Cisco, Sprint, MCI, AT&T, Mercom, Computer Telephony Solutions	1985
13 13	Spectrum Inc. 9145 Governors Way, Cincinnati 45249 (513) 697-2000 3spectrum.com	31	Troy McCracken	DND	1	Cincinnati	Telecommunications equipment and network services, telecom procurement and management organization that offers network services (local, long distance, data, IP and wireless), equipment and support	Cincinnati Bell, Sprint, Qwest, AT&T, Verizon Business Wireless - CBT, Sprint/Nextel, Verizon, Cingular	1999
14 9	Time Warner Telecom Inc. 9490 Meridian Way, West Chester 45069 (513) 644-8982 twttelecom.com	30	Tim Raffel	NA	3	Denver	Business-to-business voice, data/Internet and transport products and services	Cisco, Lucent	1993
15 16	Esco Technologies LLC 11925 Kemper Springs Drive, Cincinnati 45240 (513) 674-8999 esco-tech.net	25	Jerry Grove	500	2	Dayton	Telephone and voice mail systems, security systems, access control systems, nurse call systems, intercom systems, audio visual systems, CCTV, media retrieval	Inter-Tel, GE, Crestron, Dukane, Igeacare	1994
15 20	Global Business Solutions Inc. 916 Monmouth St., Newport 41071 (859) 491-5900 gbs-inc.com	25	Gaby Batshoun	47	1	Newport	Telecommunication and information technology design, sales, installation, managed services	3Com, Cisco, Nortel, HP, IBM, Symantec, NetApp	1996
17 14	Parallel Technologies Inc. 1111 Kenwood Road, Cincinnati 45242 (513) 769-8777 paralleltech.com	24	Tom Lewis	1,500	1	Dublin, Ohio	VoIP/Voice telecom, voice mail, LAN/WAN assessments and integration, structured/wireless cabling solutions, call center, network services, video conferencing	NEC, ShoreTel, Comdial, Cisco, Sony, Polycom, Cincinnati Bell Network Services	1998
18 15	Premier Network Solutions Inc. 5070 Oaklawn Drive, Cincinnati 45227 (513) 631-6381 prenet.com	22	Steven Immerman	DND	1	Cincinnati	Computer networking, business telephone, audio/visual, cabling systems	Inter-tel, Panasonic, Crestron, Microsoft, Novell, HP, Tech Electronics, Tannoy, Da-Lite, Compellent, Smart, APC, OASYS, Middle Atlantic	1994
19 17	E&H Integrated Systems Inc. 10 Spiral Drive, Florence 41042 (859) 647-2600 eandhis.com	14	Joe Finnegan	386	1	Louisville	Telecommunication equipment, carrier services, managed services, data infrastructure	Nortel, Cisco, Dell, Microsoft, McAfee	1994
20 NR	DLM Communications** 1203 Flint St., Cincinnati 45214 (513) 421-1144 dlmcommunications.com	12	Vickie Lenhof-Muirheid	3,200	1	Cincinnati	Telephone systems, VoIP, voice mail systems, accessories, cabling, network cameras, computer/telephony integration	Panasonic	1981
21 NR	Visions Technology Group 1717 Dixie Highway, Fort Wright 41011 (800) 943-2615 visionscommunications.com	11	Bill Salisbury	1,500	2	Westchester	Voice and data networking, business telephone sales and service, computer telephony integration, unified communications, alarm and access control, CCTV, voice and data wiring, system moves and additions, communications consulting	Vertical Networks, Samsung, Comdial, Altigen, Pelco, Everfocus, Valcom, Bogen	1992
22 19	Pinnacle Communications Corp. 8250 Winton Road, Suite 104, Cincinnati 45230 (513) 931-7160 pinnaclecommunications.com	10	Robert Crail	400	1	Germantown, Md.	Programming and installation of PBX, IP PBX, voice messaging system and peripheral equipment for voice, data, or wireless networks	Mitel, Panasonic, Avaya, Hitachi, InnOvation, Teledaex, Telematrix	1964
23 22	IGNC Communication Services 16 N. Main St., Middletown 45042 (513) 423-9331	5	Michael Snyder	272	1	Middletown	Sales, installation and service of business telephone systems, pre-wire for telephone and network cabling	Panasonic, Nortel, Vodavi	1992
23 NR	G&C Interconnects 5385 Sugar Camp Road, Milford 45150 (513) 361-9600 RealWorldTime.com	5	Spencer Cotton	DND	2	Cincinnati	Business and home technology, telephone systems, voice mail, cabling, home automation	Avaya, Nortel, Intertel, Cisco, Bose	2000
25 NR	ATC Inc. 6792 Heritage Club Drive, Mason 45040 (513) 299-1177 4atc.com	3	David Goodwin	50-100	1	Mason	Local, long distance, data (private line, frame & MPLS), Internet access, VoIP, audio and Web conferencing, cellular/wireless	ACC, Acceris, Airespring, ATI, AT&T, Bullseye, CBW, Cincinnati Bell, Cingular, CityNet, Coast 2 Coast Cellular, ECI, Global Crossing, InfoHighway, Intercall, Internap, Lightyear, New Edge Networks, PaeTec, Premiere Conferencing	1999

Source: Firms listed. DND: Did not disclose. NA: Not applicable. NR: Not ranked. *Ideacom Cincinnati is now part of Pro-Onsite Technologies and Conexio Managed Services LLC. **DLM Communications did not respond to survey. Information obtained from Web site and published reports. Information current as of September 2006.

Researched by Lisa Benson