

PRESS RELEASE

FOR INTEGRA TELECOM



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INTEGRA TELECOM INVESTS IN PRODUCTS, SERVICES AND LEADERSHIP FOR CHANNEL PARTNERS; APPOINTS KEN WORCESTER TO LEAD PREMIER PARTNER PROGRAM

PORTLAND, Ore., Aug. 24, 2011 – [Integra Telecom Inc.](http://www.integratelecom.com), providing business grade networking, communications and cloud solutions, is investing in its products, services and leadership to enable greater channel partner success. Ken Worcester has been promoted to lead Integra's Premier Partner Program, which offers the products and services that its channel partners sell.

Worcester, who will now serve as vice president of indirect sales, joined Integra Telecom in 2001 as vice president of sales for the Minnesota market and was appointed senior vice president for that market in 2005. Later he served as senior vice president of Integra Telecom of Colorado. Before joining Integra, Worcester co-founded Shea Technologies and also spent 11 years with Globelle Corp., a worldwide distributor of microcomputer hardware.

"I am eager to lead the dedicated Premier Partner Program team as we invest in our channel solutions available to Integra's great partners," said Ken Worcester, vice president of indirect sales at Integra. "I look forward to offering our indirect sales partners the infrastructure and support they need to more easily promote our services and engage new customers."

Worcester's new position will provide national leadership for Integra's Premier Partner Program. A senior channel manager will head up each market, reporting directly to Worcester to ensure companywide execution of his initiatives for the program. Integra's Premier Partner Program offers channel-friendly products and customer service to its channel partners, setting the stage for their success.

A leading product for the Premier Partner Program is Integra's expanded Ethernet Services product portfolio, that reaches more than 400,000 businesses. The Ethernet Services, which are available to our channel partners, help large, enterprise customers solve complex business needs, including point-to-point connectivity, multiple-point connectivity, business continuity, and access to high-bandwidth cloud services. Launched Aug. 1 and planning full network availability Oct. 1, Integra's Ethernet Services will be available via Ethernet over Copper (EoC), in more than 120 central offices and are also available via EoTDM in nearly 300 central offices throughout the West. This expands on Integra's current Ethernet Service offering which is available via fiber delivery over its 3,000 miles of metro fiber and 5,000 miles of long-haul fiber.

RESPONSIVE. RELIABLE. LOCAL.

“We recognize the value that our channel partners bring to our business and that is why we are committed to providing them with the best products, tools and support that they need to win business customers of all sizes,” said Steve Zimba, chief marketing officer of Integra Telecom. “When our channel partners succeed selling our next generation products and services, such as our fiber, Ethernet, VPN, SIP and Cloud services, we all win.”

Integra’s leadership and products are being well received by third-party partners such as Fostar Telecommunications. “We at Fostar Telecommunications are proud to provide Integra solutions to our customers because of the confidence we have in their Premier Partner Program,” said Jon Foster, president of Fostar Telecommunications. “The enhancement of Integra’s Ethernet Services is a testament to their understanding of the needs of our customers and the future of this industry. Integra continues to provide the right products and quality services to their indirect sales channels, empowering my team to offer cost effective solutions with trusted customer service to our clients.”

About Integra Telecom

Integra Telecom Inc. connects business by providing business grade networking, communications and cloud solutions to thousands of business and carrier customers in 11 Western states, including: Arizona, California, Colorado, Idaho, Minnesota, Montana, Nevada, North Dakota, Oregon, Utah and Washington. The company owns and operates a nationally acclaimed, best-in-class fiber-optic network consisting of a 5,000-mile high-speed long-haul fiber network and a 3,000-mile metropolitan access network including more than 1,700 fiber-fed buildings. The company has earned some of the highest customer loyalty and customer satisfaction ratings in the telecommunications industry. Integra Telecom is a registered trademark of Integra Telecom Inc. For more information, visit www.integratelecom.com.

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