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Largest Tri-State Telecommunications Equipment and Service Providers

[Ranked by local staff]

Rank prior year	Name address phone Web address	Local staff	Top local official	Local telephone customers	2006 equipment sales and service	Local offices	Headquarters location	Services offered*	Manufacturers represented*	Year founded locally
1 1	Cincinnati Bell Technology Solutions 4600 Montgomery Road, Cincinnati 45212 (513) 841-5000 www.cincinnatiBell.com/cbts	377	John Cassidy	DND	\$216.6 million	1	Cincinnati	Telecom and IT equipment reseller, data center services, managed services and professional outsourcing	Avaya, Cisco, Sun, EMC, ISS (Internet Security Systems), Microsoft, HP, Hitachi, Juniper, VM Ware, Citrix, NetApp	1997
2 2	PowerNet Global Communications 100 Commercial Drive, Fairfield 45014 (513) 942-7900 www.powernetglobal.com	245	Bernie Stevens	DND	DND	1	Fairfield	Residential, commercial and wholesale carrier services	DND	1992
3 3	MVD Communications LLC 11262 Cornell Park Drive, Blue Ash 45242 (513) 683-4711 www.mvdcommunications.com	80	Jeffrey Black	4,000	DND	1	Blue Ash	IP telephone systems, powered ethernet networks, consulting, wireless telephones, maintenance contracts, all forms of communication	Avaya, Adtran, Mitel, Plantronics, HP ProCurve Ethernet Switches, Microsoft LCS	1992
4 8	Digital & Analog Design Corp. 12125 Ellington Court, Cincinnati 45249 (513) 489-7660 www.dadtel.com	75	Donald Frank	9,000	\$10.6 million	3	Cincinnati	Business telephone systems, VOIP IP, wireless, unified messaging, call center, surveillance, voice and data cabling, voice mail, network services	Toshiba, Oaisys, Adtran, Cisco, Spectralink	1982
5 12	Inter-Tel 9367 Allen Road, West Chester 45069 (513) 733-8000 www.inter-tel.com	55	Dan Zieverink	3,800	\$8.5 million	2	Chandler, Ariz.	Telecommunications both voice and data along with managed services including financing	Inter-Tel, Mitel, Tandberg, PolyCom, Cisco, HP, DELL, Extreme Networks	1969
5 5	Positive Business Solutions Inc. 11880 Kemper Springs Drive, Cincinnati 45240 (513) 772-2255 www.pbsinet.com	55	Ray Cool	DND	DND	1	Cincinnati	Telephone systems, cabling services	NEC, Avaya, Altigen, AT&T, Lucent, Nitsuka	1983
7 6	Black Box Network Services Inc. 10101 Alliance Road, Cincinnati 45242 (513) 745-2632 www.blackbox-vs.com	51	Alan Place	3,000	DND	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
8 7	NOR-COM Inc. 2126 Petersburg Road, Hebron 41048 (859) 689-7451 nor-com.com	46	Dan Van Meter	12,000	\$10 million	2	Hebron	Engineering, design, integration, installation, support	Comdial, 3-Com, NEC, Avaya, Tandberg, Polycom, ClearOne, Mitsubishi	1971
9 14	Time Warner Telecom 8630 Jacquemin Drive, West Chester 45069 (513) 644-8982 www.twtelecom.com	44	Tim Raffel	DND	DND	4	Denver	Managed network services, ethernet and Transpor data networking, Internet access, local and long distance voice, VOIP, security	Cisco, Lucent	1998
10 5	Airway Technologies 2205 Global Way, Hebron 41048 (859) 689-0223 www.airway.com	40	Mike Grubbs	INA	INA	1	Hebron	New and refurbished telecommunications hardware, asset management solutions including asset disposition, logistic services, installation and de-installation services	Nokia, Nortel, Motorola, Siemens, Ericsson, Lucent	1992
10 10	Embarq 20 N. Mechanic St., Lebanon 45036 (513) 932-7492 www.embarq.com	40	Rebecca Ryan	23,000	DND		Overland Park, Kan.	Local and long distance home phone service, high-speed Internet, wireless service, DSL, enhanced data network services, voice and data equipment, managed network services	Nortel, Cisco, Adtran, Kentrox, Samsung, Sanyo, LG, Motorola, Toshiba, RIM, Palm, Nokia, Sierra Wireless, Novatel, Seven	2006
12 11	Professional Telecommunications Services Inc. 2119 Beechmont Ave., Cincinnati 45230 (513) 232-7700 www.ptscinti.com	37	Jamie Hazenfield	DND	DND	1	Cincinnati	IP PBX telephony and unified communications- videomail, voicemail; wireless mobility, IP collaboration, IP routers/switches; VPN implementation, monitoring; network assessment	NEC Unified Solutions, ADTRAN, Cisco, RAD, Panduit	1983
13 15	Esco Technologies LLC 11925 Kemper Springs Drive, Cincinnati 45240 (513) 674-8999 www.esco-tech.net	35	Jerry Grove	1,200	\$6 million	1	Dayton	Telephone systems, nurse call systems, commercial audio video, access control, security, CCTV, emergency response systems	Inter-Tel, GE/Dukane, Igeacare, Status Solutions, Crestron, Mitel, Allworx	2004
14 13	Spectrum Inc. 9145 Governors Way, Cincinnati 45249 (513) 697-2000 www.3spectrum.com	30	Troy McCracken	400	DND	1	Cincinnati	Telecommunications solutions and consulting services including RFP development/procurement, network consulting, wireless device management, VOIP, expense management	Sprint, Cincinnati Bell, Qwest, AT&T, Verizon, Cingular, NEC, ShoreTel, IWATSU	1999
15 17	Parallel Technologies Inc 11111 Kenwood Road, Cincinnati 45242 (513) 769-8777 www.paralleltech.com	26	Tom Lewis	1,800	\$4.2 million	1	Dublin, Ohio	VOIP/TDM telecom solutions, structured/wireless cabling, call center, LAN/WAN integration services/network services (dialtone, long distance, Internet), video conferencing	ShoreTel, NEC, Comdial, Cisco, Adtran, Sony, Polycom, Cincinnati Bell's network services products	1997
16 18	Premier Network Solutions Inc. 5070 Oaklawn Drive, Cincinnati 45227 (513) 631-6381 www.prenet.com	21	Steve Immerman	DND	DND	1	Cincinnati	Computer networking, business telephone, audio/visual, security control, cabling systems	Inter-Tel, Oaisys, Panasonic, Crestron, Accordent, Microsoft, Novell, HP, Trapeze	1994
17 NR	NEC Unified Solutions Inc. One Crowne Point, Suite 130, Cincinnati 45241 (513) 699-5203 www.necunified.com	20	Dave Palopoli	DND	DND	1	Irving, Texas	Professional and managed services, such network assessments; remote monitoring and management; systems integration and network security	NEC, Cisco, Liebert	1988
18 NR	MTCI 11260 Chester Road, Suite 700, Cincinnati 45246 513-755-3400 www.mtci.com	18	Tom Wolf	DND	DND	1	Cincinnati	Local voice and data, long-haul voice and data, voice and data hardware, invoice auditing and control, wireless	3Com, Avaya, Cisco, Comdial, Mitel, NEC, Nortel, Siemens, Tadiran, Toshiba, Vodavi	1992
19 19	E&H Integrated Systems 10 Spiral Drive, Florence 41042 (859) 647-2600 www.eandhis.com	15	Joe Finnegan	400	\$2.5 million	1	Louisville	Telecommunication, data, voice, carrier services, managed services	Nortel, Cisco	1993
20 20	DLM Communications 1203 Flint St., Cincinnati 45214 (513) 421-1144 www.dlmcommunications.com	12	Vickie Lenhof-Muirheid	3,200	INA	1	Cincinnati	Telephone Systems, VOIP, voice mail systems, accessories, cabling, network cameras, computer/telephony integration	Panasonic	1981
20 22	Pinnacle Communications Corp. 8250 Winton Road, Suite 104, Cincinnati 45230 (513) 931-7160 www.pinnaclecommunications.com	12	Robert Crail	400	INA	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
22 NR	TelNet Technologies 6455 Gano Road, Suite B, West Chester 45069 (513) 644-1478 www.telnettechnologies.com	7	Aaron Williams	INA	INA	1	West Chester	Voice, data, video, networking, business telecommunications solutions	NEC	INA
22 21	Visions Technology Group 1717 Dixie Hwy Suite 380, Fort Wright 41011 (513) 821-8600 www.visionstechnologygroup.com	7	Jeff Gibson	1,200	DND	2	Hamilton	Commercial VOIP telephone systems and security systems	Samsung, Vertical/Comdial, Altigen and others	1997
24 25	ATC 6792 Heritage Club Drive, Mason 45040 (513) 299-1177 www.4atc.com	5	David Goodwin	125	DND	1	Mason	Local, long distance, MPLS, private line, T-1 to OC level Internet access, VOIP, audio/video/web conferencing and cellular/wireless	ACC, Airespring, AT&T, Cincinnati Bell, Coast2Coast, First Communications, Global Crossing, Lightyear, NBS, Paetec, Premiere, Qwest, Smoothstone, Sprint	1999
24 23	G&C Interconnects 5385 Sugar Camp Road, Milford 45150 (513) 361-9600 www.realworldtime.com	5	Spencer Cotton	DND	DND	2	Cincinnati	Business and home technology, telephone systems, voicemail, cabling, home automation, media center, full house audio	Avaya, Nortel, Intertel, Cisco, Bose	2000
24 23	IGNC Communication Services 16 N. Main St., Middletown 45042 (513) 423-9331	5	Michael Snyder	272	DND	1	Middletown	Sales, installation and service of business telephone systems, pre-wiring for telephone and network cabling	Panasonic, Nortel, Vodavi	1992

Source: Firms listed, Cincinnati USA Regional Chamber "Business Connections." DND: Did not disclose. NR: Not previously ranked. INA: Information not available. * Edited because of space limitations. Information current as of September 2007.

Researched by Lisa Benson