

Largest Tri-State Telecommunications Equipment and Service Providers

RANKED BY TOTAL LOCAL STAFF

Rank Prior year	Name, address, phone, Web address	Local staff	Top local official	Local telephone customers	2007 equipment sales and service	Local offices	Headquarters location	Services offered*	Manufacturers represented*	Year founded locally
1 1	CBTS 4600 Montgomery Road, Cincinnati 45212 (513) 841-5000 www.cincinnatiell.com/cbts	657	John Burns	DND	\$258.3 million	1	Cincinnati	Telecom and IT equipment reseller, data center and managed services and professional IT outsourcing	Avaya, Cisco, Sun, EMC/Microsoft, HP, Juniper, VMWare, Citrix, NetApp	1997
2 2	PowerNet Global Communications 100 Commercial Drive, Fairfield 45014 (513) 942-7900 www.powernetglobal.com	350	Bernie Stevens	3,797	\$88 million	2	Fairfield	Telecommunications services, long distance, Internet, Voice over IP, local service, Voice over broadband	NA	1992
3 3	MVD Communications 11690 Grooms Road, Cincinnati 45242 (513) 683-4711 www.mvdcommunications.com	85	Jeffrey Black	1,500	DND	1	Cincinnati	Business telephone systems, Voice over IP telephone and data systems, telephone system software, computer networking software, hardware, technical support activities	Avaya, Mitel, Siemens, Microsoft, Cisco, HP	1992
4 4	Digital & Analog Design Corp. 12125 Ellington Court, Cincinnati 45249 (513) 489-7660 www.dadtel.com	75	Rodney Sizemore	8,000	\$10.6 million	5	Cincinnati	Voice and data products, unified messaging, Microsoft Integration, VOIP systems, implementation, cabling, security, call center, health care solutions	Toshiba America, ShoreTel, Cisco, Adtran, Toshiba Security, Phillips Lifeline Healthcare Products, Bluesky Software Applications	1982
5 5	Positive Business Solutions Inc. 11880 Kemper Springs Drive, Cincinnati 45240 (513) 772-2255 www.pbsinet.com	52	Ray Cool	250	\$1.8 million	1	Cincinnati	Voice, data, hardware and software, cabling services	NEC, Dell, Okidata, SonicWall, 3Com, Altigen, AT&T, Avaya, Leviton, Toshiba	1983
6 7	Black Box Network Services Inc. 4340 Glendale Milford Road, Suite 130, Cincinnati 45242 (513) 745-2632 www.blackbox-vs.com	50	Alan Place	2,100	\$21 million	4	Pittsburgh	Voice, data infrastructure, multimedia messaging, call center solutions	ASPECT, AVST, Nortel, ShoreTel, Siemens, Verint/Witness, Black Box	1978
6 9	TW Telecom Inc. 8630 Jacquemin Drive, West Chester 45069 (513) 644-8982 www.twtelecom.com	50	Tim Raffel	N/A	DND	2	Denver	Managed network services, specializing in ethernet and transport data networking, Internet access, local and long distance voice, VPN, Voice over IP and security	NA	1993
8 8	NOR-COM Inc. 2126 Petersburg Road, Hebron 41048 (859) 689-7451 www.nor-com.com	47	Dan Van Meter	5,000	\$12 million	2	Hebron	Design, engineering, integration, installation, service and support of telecommunication, digital signage, audio/visual and security products	Polycom, Tandberg, 3-Com, NEC	1971
9 5	Inter-Tel/Mitel 9367 Allen Road, West Chester 45069 (513) 733-8000 www.Inter-Tel.com	45	Dan Zieverink	2,500	\$10 million	2	Ottawa, Canada	IP Voice, Data, Video, Microsoft OCS, CLEC, Voice Recording, IVR	Inter-Tel, Mitel, CISCO, HP, Verint, Oasis, Polycom, Microsoft, Adtran	1969
10 10	AirWay Technologies 2205 Global Way, Hebron 41048 (859) 689-0223 www.airway.com	40	Mike Grubbs	DND	DND	1	Hebron	Wireless network equipment provider that offers OEM resale and life cycle extension equipment including installation/de-installation of networks, custom configurations	Nokia-Siemens, Nortel, Ericsson, Alcatel-Lucent, Motorola, Huawei, Andrew, Shyam, Dapa, etc.	1992
10 10	Embarq 20 N. Mechanic St., Lebanon 45036 (513) 932-7492 www.embarq.com	40	Dave Reed	18,000	DND	2	Overland Park, Kan.	Local, long distance, high-speed Internet, wireless, enhanced data network services, voice and data communication equipment and managed network services	NA	2006
12 12	Professional Telecommunications Services Inc. 2119 Beechmont Ave., Cincinnati 45230 (513) 232-7700 www.ptscint.com	37	Jamie Hazenfield	DND	DND	1	Cincinnati	BIP telephony, presence and mobility, e-mail integration of unified messaging, installations and support, call Center Solutions, LAN/WAN, local, long distance, Internet, VPN	NEC Unified Solutions, NUVOX, Qwest, Active Voice, Adtran, HP	1983
13 13	Esco Technologies LLC 11925 Kemper Springs Drive, Cincinnati 45240 (513) 674-8999 www.esco-tech.net	30	Jerry Grove	1,200	INA	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 14	Spectrum Inc. 9145 Governors Way, Cincinnati 45249 (513) 697-2000 www.spectrum.com	26	Troy McCracken	400	DND	1	Cincinnati	Telecommunication solutions and consulting services, including RFP development and procurement, network consulting, wireless device management, Voice over IP	Sprint, Cincinnati Bell, Qwest, AT&T, Verizon	1999
15 15	Parallel Technologies Inc. 11111 Kenwood Road, Cincinnati 45242 (513) 769-8777 www.paralleltech.com	23	Don Poling	1,500	\$4.2 million	1	Dublin, Ohio	Telephone installation and service, Voice over IP installation and service, voice and data cabling infrastructure	ShoreTel, NEC, Vertical	1997
15 18	MTCI 11260 Chester Road, Cincinnati 45246 (513) 755-3400 www.mtci.com	23	Tom Wolf	DND	DND	1	Cincinnati	Local voice and data, long-haul voice and data, voice and data hardware, invoice auditing and control, wireless, IP, Voice over IP	Asterisk, Avaya, Cisco, Comdial, Microsoft, Mitel, NEC, Nortel, Siemens, ShoreTel, Toshiba	1992
17 16	Premier Network Solutions Inc. 5070 Oaklawn Drive, Cincinnati 45227 (513) 631-6381 www.prenet.com	21	Steve Immerman	DND	DND	1	Cincinnati	Integrator of business telephone systems, audio visual systems, computer networks, security systems	Mitel (Inter-Tel), Crestron, Biamp, Microsoft, Compellent, Da-Lite, Eiki, Polycom, ClearOne, Shure, Tannoy	1994
18 17	NEC Unified Solutions Inc. One Crowne Point, Suite 130, Cincinnati 45241 (513) 699-5203 www.necunified.com	16	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
19 19	E&H Integrated Systems 10 Spiral Drive, Florence 41042 (859) 647-2600 www.eandhis.com	15	Joe Finnegan	400	DND	1	Louisville	Telecommunication, data, voice, carrier services, managed services	Nortel, Cisco	1993
20 NR	Beacon Enterprise Solutions Group Inc. 2800 E. Kemper Road, Cincinnati 45241 (513) 771-0050 www.askbeacon.com	13	Ken Kerr	100	\$1.7 million	1	Louisville	Voice, data, video and security solutions, from design engineering through installation and support, voice and data networking, system design and engineering	Altigen, Cisco, CommScope, Microsoft, Panduit, Siemens, NEC, Honeywell, Pelco	2007
21 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, Voice over IP, voice mail systems, accessories, cabling, network cameras, computer/telephony integration	Panasonic	1981
22 20	Pinnacle Communications Corp. 8250 Winton Road, Cincinnati 45230 (513) 931-7160 www.pinnaclecommunications.com	10	Robert Crail	500	DND	1	Germantown, Md.	Traditional voice to converged IP, infrastructure, platforms, applications, devices	Alcatel-Lucent, Mitel, NEC, Innovations TW, Telkonet, Paetec, Loric Systems, Front Porch, Superclick, Teledex, Telematrix, Bittel, IP3 Networks	1964
23 22	TelNet Technologies 6455 Gano Road, Suite B, West Chester 45069 (513) 644-1478 www.telnettechnologies.com	7	Aaron Williams	INA	DND	1	West Chester	Voice, data, video, networking, business telecommunications solutions	NEC	INA
23 24	ATC 6792 Heritage Club Drive, Mason 45040 (513) 299-1177 www.4atc.com	7	David Goodwin	300	\$1.8 million	1	Mason	Local, long distance, private line, MPLS, Internet access, audio/video/Web conferencing and mobile services, hosted and managed Voice over IP phone systems	ACC, Airespring, AT&T, Cincinnati Bell, Coast2Coast, First, Fusion, Lightyear, NBS, Premiere, Qwest, Smoothstone, Sprint, TNCI, Verizon.	1999
23 22	Visions Technology Group 1717 Dixie Highway, Suite 380, Fort Wright 41011 (513) 821-8600 www.visiontechnologygroup.com	7	Jeff Gibson	1,200	DND	2	Hamilton	Commercial Voice over IP telephone systems and security systems	Samsung, Vertical/Comdial, Altigen	1997

Source: Firms listed, Cincinnati USA Regional Chamber Business Connections guide. INA: Information not available. DND: Did not disclose. * Edited because of space limitations. Information current as of September 2008.

Researched by Lisa Benson