

## **IMMEDIATE RELEASE**

### **TelNet of Virginia Receives National Award from Vertical Communications**

*Third Consecutive Year to Join Elite Group Honored For Exemplary Sales*

**Manassas, VA — (Feb. 14, 2007)** — Vertical Communications (VRCC.OB) (“Vertical”), a leading provider of next-generation phone systems and voice applications that help businesses better serve their customers, announced today that TelNet of Virginia has been selected to join Vertical’s 2007 President’s Club Elite. To achieve this top national honor, TelNet of Virginia successfully attained outstanding sales of Vertical’s Vodavi® solutions to businesses located throughout Washington DC and Northern Virginia region.

TelNet of Virginia is one of only 13 authorized dealers located throughout the U.S. to be selected to join Vertical’s President’s Club Elite, which is the highest honor a dealer can receive for its continued commitment and support of Vertical. The President’s Club awards program honors exceptional sales of Vertical’s Vodavi converged and IP-based telecommunications systems including the XTS IP™ and Telenium IP™ product lines. This is the third consecutive year that TelNet of Virginia has attained Vertical’s President’s Club.

“We congratulate all the dealers nationwide who have remained dedicated to ensuring the success of Vertical’s Vodavi products, especially dealers like TelNet of Virginia,” said Steve Francis, vice president of sales at Vertical Communications. “TelNet of Virginia has consistently demonstrated that our products provide businesses a competitive edge by improving their operations and reducing telecommunications costs.”

“We are honored to be recognized as a member of Vertical’s 2007 President’s Club Elite,” said Michael Howard, President of TelNet of Virginia. “I want to thank our dedicated employees who worked tirelessly to deliver the most affordable and comprehensive communications solutions to large and small businesses within our community. We also look forward to a successful partnership with Vertical as we continue to offer industry-leading business communications solutions.”

#### **About TelNet of Virginia**

TelNet of Virginia, Inc. is a regional telecommunications company providing over 25 years of telecommunications experience throughout the Washington DC and Northern Virginia region. TelNet of Virginia provides business telephone systems, voice-messaging platforms, structured cabling solutions and professional services. TelNet of Virginia is a Vertical Authorized Gold Dealer and President’s Club Elite Member. For more information on TelNet of Virginia, visit [www.telnetva.net](http://www.telnetva.net).

## **About Vertical Communications**

Vertical Communications, Inc. is a leading provider of next-generation IP-based voice and data communications systems for business. Vertical combines voice and data technologies with business process understanding to deliver integrated IP-PBX and application solutions that enhance customer service and business productivity. Vertical's customers are leading companies of all sizes – from small to large and distributed – and include CVS/pharmacy, Staples and Apria Healthcare. Vertical is headquartered in Cambridge, Mass. and delivers its solutions through a worldwide network of systems integrators, resellers and distributors. For more information, please visit the company's Website at [www.vertical.com](http://www.vertical.com).

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### "Safe Harbor" Statement under the Private Securities Litigation Reform Act of 1995

Statements regarding the future growth and potential opportunity of the IP-PBX telephony market and future market demand for our products and services, our prospectus for future expansion of our international presence, our ability to provide our customers with products, services and customer support they consider beneficial and cost-effective, our revenue growth as a result of responding to the market opportunity presented, our ability to expand our position as an industry leader, as well as other statements that are not historical facts are "forward-looking statements." These forward-looking statements rely on a number of assumptions concerning future events and are subject to a number of risks and uncertainties that could cause actual results to differ from those contained in the forward-looking statements. These include, but are not limited to, uncertainties surrounding whether the IP-PBX telephony market will grow as projected and present opportunities in the future; whether market opportunity will present itself in the United States and Europe and whether we will be able to capitalize upon such opportunity; whether we will be able to successfully execute our business strategies; whether our customers will perceive our products, services and customer support as valuable and beneficial; volatility in our stock price as a result of the matters discussed above; the volatility of gross margins, to reduce operating expenses, and to manage cash flows (and the timing and degree of any such improvements in gross margins, reductions in operating expenses and management of cash flows); failure to integrate in an efficient and timely manner acquired companies; failure to retain and attract key employees; or difficulties and other factors detailed in the Company's filings with the Securities and Exchange Commission, including the most recent filing of Form 10-Q.

### Trademark Information

Vertical Communications and the Vertical Communications logo and combinations thereof are trademarks of Vertical Communications, Inc. Artisoft, Comdial, TeleVantage, InstantOffice, Vertical Networks, Vodavi, XTS IP, Telenium IP and StarPlus are registered trademarks of Vertical Communications, Inc. All other brand and product names are used for identification only and are the property of their respective holders.

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