



Advanced Network Systems Joins ShoreTel as a Champion Partner

Technology Solutions Provider Adds Business Communication Systems that Boost Productivity and Reduce Costs

CHARLOTTESVILLE, VA, Sept. 20, 2010— Advanced Network Systems, a leading supplier of IP-based business telephone and networking solutions, announced today that it has begun delivering ShoreTel's Unified Communication solutions as a new Certified Champion Partner. ShoreTel, Inc. (NASDAQ: SHOR), a leading provider of Pure IP Unified Communications (UC) solutions, offers organizations of all sizes integrated, voice, video, data, and mobile communications on an open, distributed IP architecture that significantly reduces the cost of implementing IP communications. According to industry analyst firm Nemertes Research, ShoreTel has ranked as the Best Overall VoIP telephony system provider among end users for the past five years in a row. In addition, a June 2010 report published by Synergy Research shows ShoreTel has now moved into the No. 3 position in the U.S. market for pure IP telephony systems.

Kevin Leibl, President of Advanced Network Systems said, "We're extremely pleased to become a value-added partner in ShoreTel's Champion Partner Program. ShoreTel's award-winning line of products give us new tools to help our customers make strategic investments that eliminate complexity and improve productivity and efficiency." Leibl added, "Advanced Network Systems has had a long-standing commitment to delivering exceptional service and the most innovative business solutions to our customers. ShoreTel's core values match our business philosophy making them a great technology partner for us."

According to Greg Braswell, ShoreTel's Regional Sales Manager, "ShoreTel is pleased to have Advanced Network Systems join our partner network. Advanced Network Systems has an outstanding reputation in helping their customers achieve their goals and solve business challenges with best of breed technology like ShoreTel. With ShoreTel's objective to work with partners like Advanced Network Systems, who focus on high customer satisfaction, this relationship is a win for both organizations, as well as our customers in their regional markets."



ShoreTel is a leading provider of Pure IP Unified Communications solutions that enable companies of any size to seamlessly integrate voice, video, messaging and data with their business processes. Independent of device or location, ShoreTel's uniquely distributed software architecture eliminates the traditional costs, complexities and reliability issues inherent in other solutions. Founded in 1996, ShoreTel has achieved broad industry recognition for their proven technology, and they continue to deliver the highest level of customer satisfaction, ease of use, and manageability while driving down the overall cost of ownership.

Advanced Network Systems specializes in the design and implementation of information technology solutions. The Company's IT services and expertise cover a wide variety of network applications, including IP-based voice and video, network security, as well as wireless and wired network infrastructure solutions. Founded in 1997, Advanced Network Systems is headquartered in Charlottesville, Virginia with regional offices in Richmond and southwest Virginia. The Company supports a diverse base of local, regional and national clients, including government agencies, educational institutions and small to medium-sized businesses. Advanced Network Systems is recognized for its superior technical expertise and its focus on providing tangible returns on technology investments. To learn more about the Company, visit www.getadvanced.net.