

## Appia Communications Expands in Philadelphia, Seeks Additional Partners

*Rapid growth continues for provider of managed IT and telecom services, and reseller partners are needed throughout the greater Philadelphia region.*

PHILADELPHIA – Appia Communications has announced plans to expand to Philadelphia, including an open recruitment period for additional channel sales partners throughout the greater Philadelphia region.

Appia is a leading provider of managed IT and telecom services to small and midsize companies and organizations. Founded in 2001, Appia has operations in Chicago, Detroit, Houston, Indianapolis, Los Angeles, New York and St. Louis.

Appia has been recognized as one of America’s fastest-growing private companies (*Inc.*, 2007, 2008 and 2009), one of the fastest-growing solution providers in the technology industry (*CRN*, 2009), and one of the top five managed service providers in the world (*MSPmentor*, 2008-09).

Appia’s growth is attributable in large part to a diverse, highly satisfied customer base of both for-profit and non-profit organizations. Across its broad range of voice, video, data and networking services, Appia’s customer retention rate tops 99 percent.

“Appia’s goal is to be present and active in the top U.S. markets,” said Victor von Schlegell, Appia’s president. “Philadelphia represents a large and diverse market, and we look forward to serving customers here.”

Appia works with channel partners nationwide to market and sell its managed services. The value proposition is simple, noted Jason Ulm, Appia’s vice president of sales: “Partners use Appia to generate new revenues by saving their customers time and money.”

To learn more about becoming an Appia partner, please contact Tim Mahan, regional manager, at 630-406-6590 or [tmahan@appiaservices.com](mailto:tmahan@appiaservices.com).

To learn more about Appia, including all of its managed IT and telecom services, customer case studies and more, please visit [www.appiaservices.com](http://www.appiaservices.com) or call 877-277-4297.

### About Appia Communications

Appia Communications is a leading provider of managed IT and telecommunications services, enabling small and midsize companies and organizations to benefit from Internet Protocol (IP)



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technology for far less than the cost of an in-house implementation. Appia's managed solutions help customers reduce costs, enhance employee productivity, improve customer care, and compete more effectively against much larger enterprises.

Headquartered in Traverse City, Michigan, Appia has operations in Chicago, Detroit, Houston, Indianapolis, Los Angeles, New York, Philadelphia and St. Louis. Appia is recognized as one of America's fastest-growing private companies (*Inc.*, 2007, 2008 and 2009), one of the fastest-growing solution providers in the technology industry (*CRN*, 2009), and one of the top five managed service providers in the world (*MSPmentor*, 2008-09).

For more information, please visit [www.appiaservices.com](http://www.appiaservices.com) or call 877-277-4297. Appia is a Cisco Powered Network and holds advanced Cisco unified communications certifications.

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