



News Release

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Startel Achieves Microsoft Gold and Silver ISV Competencies

Startel earns distinction and market leadership through demonstrated technology success and customer commitment

Irvine, CA – November 1, 2012 – [Startel Corporation](#), the leading provider of unified business communications for contact centers, today announced it has achieved the highest level of competency from the Microsoft Partner Network. With a [Gold](#) and a [Silver Independent Software Vendor](#) (ISV) competency, Startel has demonstrated its expertise with Microsoft technologies and proven ability to meet customers' needs. It also distinguishes Startel among the top 1 percent of Microsoft Partners.

To earn a Microsoft Gold competency, partners must successfully complete exams to prove their level of technology expertise and then designate certified professionals uniquely to one Microsoft competency, ensuring a certain level of staffing capacity. In addition, gold competency partners must also submit customer references, implement a yearly customer satisfaction study and meet a revenue commitment.

Startel's enterprise [communications solutions](#) are built using the latest Microsoft technologies, delivering greater efficiency and productivity gains to its customers. With Microsoft Gold and Silver competencies, and as a member of the Microsoft Partner Network, Startel will continue to have access to the latest technology tools to deliver superior software solutions and support to its users.

"These Microsoft competencies showcase Startel's expertise and commitment in today's technology market and demonstrate our deep knowledge of Microsoft and its products," said Bill Lane, president and CEO of Startel. "Our plan is to accelerate our customers' success by serving as technology advisors for their business demands."

"By achieving a portfolio of competencies, partners demonstrate deep expertise and consistent capability on the latest Microsoft technology," said Jon Roskill, corporate vice president, Worldwide Partner Group at Microsoft Corp. "These

partners show true commitment to meeting customer technology needs today and into the future.”

Attaining the Microsoft Independent Software Vendor (ISV)/Software competency demonstrates partner expertise in developing applications based on Microsoft solutions. Equipped with exclusive training, the latest software, and support on Microsoft SQL Server, Windows Server, Windows 7 and Microsoft cloud services, these partners are equipped to develop innovative solutions to meet their customers' needs.

The Microsoft Partner Network helps partners strengthen their capabilities to showcase leadership in the marketplace on the latest technology, to better serve customers and, with 640,000 Microsoft partners in their ecosystem, to easily connect with one of the most active, diverse networks in the world.

About Startel Corporation

Startel is a leading provider of unified communications, business process automation, and performance management solutions and services. Since its founding in 1980, Startel has established a loyal customer base from a variety of industries, including contact centers, education, government, healthcare, insurance, telephone answering service and utilities. Startel leverages its unique solutions and industry knowledge and experience to empower organizations to improve agent productivity, reduce operating costs and increase revenues. For more information, contact Rachel Sauerbrey at 949.863.8776 or visit www.startel.com.