



## **Intelisys Communications and Oasys Solutions Group Announce Strategic Partnership**

### **Innovative Business Model for *Affiliate Master Agency* Proves Highly Successful**

**Las Vegas – March 22, 2004** — Intelisys Communications, Inc., the leading telecom services Master Agency, and Oasys Solutions Group, Inc., today announced that they have teamed up to form an innovative partnership that delivers substantial advantages and unlimited opportunities to their Independent Sales Partners. This complementary ***Affiliate Master Agency*** partnership allows Oasys to focus on sales and marketing activities, while tapping into Intelisys' market strength, and almost 10 years of experience in building a premier Master Agency.

"Our results have been outstanding," said Bill Collier, Co-Founder of Oasys. "Since launching our relationship with Intelisys in October of 2001, we have greatly accelerated our growth by delivering immediate value to our Agents through Intelisys' nationally recognized infrastructure. In addition to the exceptional Partner support services provided by Intelisys, Oasys offers its Agents a single point of contact for sales assistance, a dedicated account team to handle customer and commission issues, and access to Intelisys' complete supplier portfolio with the most agent-protective agreements in the channel."

Tripp Hill, Collier's business partner and Oasys Co-Founder added, "Bill and I decided early on that we wanted to focus our efforts on building a top performing Agent community, and not on negotiating and managing direct agreements with carriers. Drawing on our own experiences as executives with Tier 1 telecom providers, and with a history of supporting a variety of agency models, we believe Intelisys is the best example of exactly how a Master Agency should develop and perform. Instead of reinventing the wheel and making the substantial investments necessary to launch a Master Agency in today's market, we decided to creatively partner with Intelisys to quickly gain momentum in the channel. We are extremely satisfied with the results."

"Oasys is our largest and most successful Sales Partner to date, solidifying Intelisys' presence in the Southeastern U.S.," said Rick Sheldon, Co-Founder of Intelisys. "What they have achieved since leaving their days jobs at Qwest is nothing short of remarkable. Bill and Tripp are highly respected members of the telecom channel community, and we are deeply gratified that they have validated this unique business partnership as a successful model for the future."

“Oasys and Intelisys share a common vision for the growth of the independent channel, and the **Affiliate Master Agency** model strongly reinforces it,” said Rick Dellar, Intelisys Co-Founder. “We want to provide safe harbor for our Sales Partners to build their businesses and interface with large service providers. Our goal is to raise the standards of how business telecom services are bought and sold.

### **About Intelisys**

Founded in 1994 by telecommunications industry veterans Rick Dellar and Rick Sheldon, Intelisys is the largest telecom Master Agency distributor in the United States, providing access to telecom products and services for over 500 Independent Sales Partner organizations. Headquartered in Petaluma, California, the company represents approximately 25 telecom service providers through the providers’ alternative, or independent sales channel programs. Intelisys employs 30 full-time colleagues providing partner support services, commission support, and an experienced sales assistance to its Partner Community. We dedicate 100% of our resources to our Sales Partners and never compete with our Partners for end-user customers.”

### **About Oasys Solutions Group**

Oasys Solutions Group was founded in 2001 by industry veterans Bill Collier and Tripp Hill. Through their unique partnership with Intelisys, Oasys brings telecom solutions to their Sales Partners while not acting as a direct Agent for service providers. By utilizing Intelisys resources to provide support to Oasys Sales Partners, Oasys can focus their own efforts on adding depth to the Intelisys-Oasys community by recruiting top-performing Sales Partners and solidifying the Intelisys presence across the Southeastern U.S. This complementary relationship has been enormously successful for both companies.

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