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## **Unified TelData, Inc. Chosen by Wetland Studies & Solutions, Inc. to Provide Turnkey IP Solution at New Corporate Headquarters**

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**San Francisco, CA and Alexandria, VA** --- Unified TelData Inc. (UTDI) today announced it was successful in deploying a complete turnkey business telecommunications solution to Wetland Studies & Solutions, Inc. (WSSI). The project included the installation of the Avaya S8300 Media Server and standalone G700 Media Gateway, Extreme Networks' switches and Spectralink wireless telephones. Equipment was installed at WSSI's new location in Gainesville, VA.

Wetland Studies & Solutions, Inc. (WSSI) is the leading wetlands and GIS consulting services provider in the DC metro region. The firm specializes in integrating the practical constraints of economics and land plan requirements with the need to satisfy local, state and federal regulations. A key figuring in solidifying the relationship with UTDI, WSSI's IT Manager Bill Proctor related, "UTDI stood apart from the competitive bidders by taking the time and making the effort to truly understand our business. After conducting a detailed needs assessment, they offered a strategic solution. Instead of proposing a configuration strictly based upon present needs, UTDI looked at our growth projections and proposed a solution that would accommodate us several years into the future. Additionally, it was evident they had the full backing of the manufacturer. UTDI brought the Avaya team onto the scene and invited us to Avaya's briefing center. More than simply telling us about their alliance, they demonstrated it."

Exercising a consultative approach, UTDI considered the number of extensions WSSI required at the present time, in a twelve-month timeframe, and five years into the future. Based upon the findings, an enterprise-level solution was proposed. UTDI's full IP implementation has the versatility necessary to protect WSSI's investment while providing a secure backbone and offering ease in feature programming. The Avaya gear selected by UTDI streamlines voice and data operations over one networked

infrastructure. Backed by Extreme Networks' IP telephony switches, WSSI benefited from high quality voice connections, voice-class availability, comprehensive network security and simplified network management.

To complete the end-to-end IP telephony solution, UTDI deployed Spectralink wireless telephones. This solution allows WSSI employees to move about the office while maintaining connectivity to the voice network. Access points located throughout the building allow for the greatest range of coverage. Spectralink phones offer the features and capabilities of the wired IP desk sets.

UTDI's VP Sales Bryan Gilbert stated, "WSSI is an ideal account for UTDI in a number of respects. With aggressive growth expected, UTDI will assume the role of a true partner by keeping in close contact and ensuring communications needs are fulfilled as the organization expands. Also, as a result of providing a complete solution, overall management of business communications is simplified. WSSI will make one call, and that call is to UTDI."

#### **About Unified TelData, Inc.**

Unified TelData, Inc. (UTDI) provides Intelligent Solutions for world-class communications to a broad range of customers including American Express, United Way, Sephora, BMW, the City and County of San Francisco, and the United States Department of Housing and Urban Development. A full-service solutions provider with offices nationwide, UTDI offers its clients intelligently architected solutions as well as deployment, on-site training, technical support, financing options, and maintenance programs. UTDI is an Avaya Platinum (highest status) Business Partner, ranking among the top 30 Avaya dealers in the United States.

For more information visit [www.utdi.com](http://www.utdi.com).

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