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**NEWS FOR IMMEDIATE RELEASE**

**Rofin Awards MDCOM With Contract to Upgrade Their Business Communications Infrastructure With IP Telephony**

*MDCOM to Install State-Of-The-Art Technology From ShoreTel*

Massachusetts — July 31, 2006 — MDCOM, a leading provider of business communication systems, announced today that the company was awarded a contract by Rofin to upgrade the organization's business communications infrastructure with IP telephony for four of its North American headquarters. MDCOM will install state-of-the-art communications technology from ShoreTel, the fastest growing IP PBX worldwide and the leader in customer satisfaction.

Rofin, a worldwide leader in a variety of laser technologies and applications for over 30 years, produces lasers for industrial materials processing. The company has over 1,400 employees and more than 20,000 installed lasers. With the guidance of MDCOM, Rofin selected ShoreTel over several direct competitors including Cisco, Siemens, Mitel, and Inter-Tel. Rofin came to the conclusion that ShoreTel has the most comprehensive and flexible IP solution in the market. Furthermore, ShoreTel offered a cost-effective business phone system that effectively brings voice and data together in powerful ways, above and beyond the competition.

“We have been servicing Rofin’s Massachusetts office for many years,” said Eric Lutz, president of MDCOM. “They were very pleased with our service and dedication to complete customer satisfaction so the local office referred us to their corporate headquarters in Plymouth, MI. Rofin needed a provider that could guide them through the tricky waters of voice and data convergence and we were excited to help them.”

Not only did MDCOM receive the contract from Rofin, but the company was also recently recognized by John Combs, president of ShoreTel, during their annual Business Partner Conference. MDCOM received special recognition from ShoreTel for the Rofin deal as one of the “biggest sales wins of the year.”

“It was a privilege to be mentioned in a room full our peers at ShoreTel’s national conference,” added Mr. Lutz. “We had no idea that the solution we provided Rofin would be recognized by ShoreTel as a strategic win. Our mission in any sale is to offer state-of-the-art solutions backed by exceptional customer service. Our strong strategic partnership with ShoreTel makes this easy because they are one of the top VoIP manufactures in the market today. MDCOM’s customers will greatly benefit from our relationship with ShoreTel and their innovative IP telephony solutions for years to come.”

### **About ShoreTel, Inc.**

ShoreTel is the innovation leader in enterprise IP telephony. The company has shipped its groundbreaking intelligent phones systems since 1998 and continues to outpace the rapidly expanding Voice over Internet Protocol (VoIP) market with technological advances and 100% year-over-year growth. ShoreTel Smart™ technology and a world class channel organization bring the full promise of VoIP to the enterprise, setting new standards for usability and manageability while reducing telecommunications costs. A uniquely distributed architecture extends enterprise-class voice services to every office and outpost, keeping employees

fully connected wherever they go. For more information, visit <http://www.shoretel.com> or call 1-877-80SHORE.

## **About MDCOM**

MDCOM is a full service telecommunications company operating throughout the Northeast. The company's focus is on implementing technologies to help improve business profitability, and ensuring that the highest levels of customer care are achieved. MDCOM uses factory certified technicians and provides 24/7 service with 2 hour emergency response.

MDCOM provides business customers with a one-stop source for Telephone System, Network Services, and Peripheral Products, helping businesses simplify their communications networks, improve office efficiency, and ultimately increase bottom-line savings.

MDCOM is an authorized distributor of several leading equipment and service providers, including ShoreTel, Inter-Tel, Comdial, Mercom, Oaisys, Clear2There, Cisco, and Adtran.

For more information on MDCOM call (508) 821-1828 or visit [www.md-com.com](http://www.md-com.com).

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