



## Frequently Asked Questions

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## Why did Iperia sell to PAETEC?

Iperia and PAETEC have many similarities including a passion for delivering high quality services and developing innovative solutions. It has become increasingly evident that both Iperia and PAETEC have complementary services and similar target markets.

It has always been our business mission to be the leading provider of enhanced voice messaging applications. We believe that leveraging PAETEC's reach via their channels as well as their research and development resources will enable us to accomplish this, resulting in accelerating the growth of our existing business and the pace at which we innovate our products for you.

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## Who is PAETEC?

The company was started in 1998 by Arunas Chesonis, who still leads as Chairman and CEO. PAETEC is now one of the largest Competitive Local Exchange Carriers (CLECs) in the nation, with \$2B in revenue including the recent acquisition of Cavalier Telephone. They are traded on the NASDAQ stock exchange under the symbol PAET. In May 2010, the company announced that their revenue put them on the prestigious FORTUNE 1000 list.

PAETEC has a wide portfolio of communications products, ranging from voice, data and network security products, to Telecom Expense Management software called "PINNACLE", an IP-PBX manufacturer Allworx, Fixed Wireless transport, and even recently an Energy supplier division.

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## How will this transaction benefit my company?

We're convinced that Iperia has amongst the best products and the most talented people in the industry. Now backed by a \$2B company, we will be in a better position to deliver more of what you have come to expect from us, with more depth across resources, support services, partnerships, and product innovations.

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## Will Iperia now be called PAETEC?

Iperia has a long history and a great brand in the marketplace. We will continue to operate, business as usual, under the Iperia brand.

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## **Will there be any changes to the Iperia employees we have been working with?**

All Iperia employees have fully transitioned over and will continue to occupy their same roles. All employees and contact information will remain the same. We do expect to begin introducing additional resources to complement the existing team to enhance how we serve you. Iperia's CEO, Sam Waicberg, will continue to lead the company as a subsidiary of PAETEC with no plans for changing Iperia organization. At PAETEC, Sam reports to Chief Marketing Officer, John Chapman, who has committed with Sam to continue to aggressively develop and grow Iperia.

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## **As a PAETEC competitor, how do I know my customers' data is kept confidential?**

For over ten years, PAETEC has had subsidiaries which transact with direct competitors of PAETEC. In all cases, the end user's proprietary information is kept in extreme confidence and never shared with PAETEC's sales teams.

As a public company, PAETEC Holding must ensure auditable separation of duty, security and access within its systems. SOX oversight is handled through many systems within PAETEC that controls Identity Management and secure system access. PAETEC's HR and Identity Management system will restrict PAETEC employees from access to only those that require it. System access must regularly be attested to or it is automatically removed.

In fact, in 2005, PAETEC was named the most ethical mid-size company (under \$2.5B) in America by the Association of Financial Service Professionals.

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## **Where will the Iperia business reside within PAETEC?**

Iperia will operate within the PAETEC Wholesale division. This division's focus is to work with other service providers in providing wholesale service offerings. This has been Iperia's business model and will complement PAETEC's wholesale division going forward.

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