



## **WOW! Business Reaches Channel Sales Agreement With Converged Network Services Group**

*CNSG Master Agent to Join New WOW! Business Partner Alliance Program*

**ENGLEWOOD, Colo.** – (Oct. 29, 2014) – [WOW! Business](#), a communications and cloud service provider, today announced a channel sales agreement with [Converged Network Services Group](#) (CNSG), one of the nation’s fastest growing technology services distributors for businesses. The contract makes CNSG a charter member of the new WOW! Business Partner Alliance program and continues to strengthen the regional communication service provider’s ability to serve business customers in the Midwest, Mid-Atlantic and Southeast U.S.

“This agreement with CNSG provides a significant boost to our Partner Alliance program and strategic plan to expand our addressable commercial services market,” said Ken Worcester, vice president of channel sales and the indirect channel chief for WOW! Business. “CNSG, a top master agent, has earned a strong reputation for helping business customers efficiently and cost-effectively meet their most complex technology challenges.”

CNSG, its partners, subagents and value-added resellers (VARs) can now offer an expanding portfolio of WOW! Business services, including IP-based network, data, voice and cloud services for mid-sized business, enterprise and government customers. North Carolina-based CNSG has a nationwide network of more than 750 independent partners selling a range of IT, network and communications services to business customers. CNSG also has one of the largest partner support and quoting teams in the industry with carrier, engineering, and project management expertise to serve its partner community’s needs.

“We’re pleased to partner with WOW! Business and look forward to combining our deep industry expertise, sales and marketing resources, and support services with WOW! Business communications, network and IT services,” said CNSG CEO Matt Harty. “WOW! Business made it easy for us to become an authorized channel sales partner, and that includes everything from the contract to the company’s responsive, customer-driven culture, innovative products and services, and network footprint.”

WOW! Business provides IP-based network, data, voice and cloud services for small and mid-sized business, enterprise, government and wholesale customers. The company owns and operates more than 40,000 miles of local fiber-optic and coaxial networks in the Southeast,

Mid-Atlantic and Midwest which, along with its data centers, provide customers with scalable, low-latency access to national carrier backbones.

To learn more about the WOW! Business Partner Alliance Program please contact Ken Worcester at (303) 600-1895 or [kworcester@wideopenwest.com](mailto:kworcester@wideopenwest.com). For more information about WOW! Business SMB, enterprise and wholesale services visit [WOW! Business](#).

#### **About Converged Network Services Group**

Converged Network Services Group (CNSG) is a leading telecommunications, cloud consulting firm and Master Agent. CNSG assists businesses of all sizes in handling and managing their communications infrastructure. Specializing in converged and IP services, Ethernet, MPLS, SIP, data, voice, and managed network solutions, CNSG provides support for simple to complex telecommunications solutions every step of the way. For more information about CNSG, please visit [www.cnsg-usa.com](http://www.cnsg-usa.com) or call toll free 866.738.1662.

#### **About WOW! Business**

WOW! Business provides data, Internet, voice and cloud services to business and wholesale customers in Illinois, Michigan, Indiana, Ohio, Kansas, Maryland and the Southeast. The company is dedicated to delighting customers with friendly, quality service at affordable prices. WOW! is privately held and controlled by Avista Capital Partners. For more information, please visit [WOW! Business](#).

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