



WOW! Business Signs Partner Sales Agreement with Telegration

ENGLEWOOD, Colo. – (Jan. 7, 2015) – [WOW! Business](#), a communications and cloud service provider, today announced the signing of a new channel sales agreement with [Telegration, Inc.](#), a leading master sales agency and provider of business telecommunications services. With this contract, Telegration becomes one of the newest distributors to join the fast-growing WOW! Business Partner Alliance program and adds to the regional communications service provider’s ability to meet growing demand for IT and network services from business customers in the Midwest, Mid-Atlantic and Southeast U.S.

“Forming this partnership adds to our cable and broadband product lines in the regions served by WOW! Business and provides more service options for our nationwide network of agents, subagents and partners,” said Telegration President and CEO Denis Raue. “WOW! Business made our decision to enter this master reseller agreement easy and simple with one of the most channel-focused and channel-friendly contracts we’ve seen. I’m confident that the WOW! Business management team is committed to building a long-term relationship that allows us to successfully provide outstanding service to our customers.”

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.

“Telegration is an ideal and strategic sales partner for us for many reasons,” explained Ken Worcester, vice president of channel sales and the indirect channel chief for WOW! Business. “Telegration has an established track record of providing cost-effective and reliable IT and network services for more than 30,000 small, medium and enterprise business customers, including Fortune 500 corporations, cities, government agencies, and other organizations.”

“We were also drawn to Telegration because the company is a member of the [Agent Alliance](#),” Worcester added. “The Agent Alliance is an established organization of premier marketing and sales companies within the telecommunications industry that leverages the collective distribution power of its members to drive greater growth, profitability and value for its customers, communications service provider partners like us, and member companies.”

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

About Telegation, Inc.

Telegation is a leading Master Agency in telecommunications, we're different – and better – as a value added solution provider. For over 20 years now, we've provided our customers with the highest quality telecommunications services from the leading providers at the industry's most competitive prices. Telegation takes an unbiased and objective approach to building the best technology services for your business with a trained support team to solve your problems and help you make the right decisions. Telegation offers a complete range of Voice & Internet, long distance, Mobility, Cable, Data, Cloud, Hosted PBX and Managed IT Services from the industry's leading providers. Telegation is also a member of The [The Alliance Partners](#). For more information please visit www.telegation.com.

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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