



FOR IMMEDIATE RELEASE  
May 20th, 2012

[pressroom@optivor.com](mailto:pressroom@optivor.com)  
888-302-7400

## **BBJ Recognizes Optivor on “Largest Telecom” List**

Annapolis Junction, MD – Optivor Technologies, LLC has been recognized by The Baltimore Business Journal as one of the region’s largest telecommunications companies.

“This is our ninth year in a row on the BBJ list, and we are particularly pleased to be recognized. It confirms our business model, and validates Optivor’s exceptional customer loyalty.” said Paul Cantwell, Optivor’s Senior Vice President of Worldwide Sales & Marketing. The Baltimore Business Journal ranks the region’s largest telecommunications firms, and ranks them according to revenues and employees.

Since making the list in 2004, Optivor’s revenues have grown 15-fold. “Optivor’s success can be attributed to our commitment to quality: quality products and solutions; quality employees, and; quality clients,” added Cantwell. Optivor’s clients are some the most recognized and respected organizations in the world.

Stuart Chandler, Optivor’s President & CEO commented, “Prior to Avaya’s acquisition of Nortel a few years ago, Optivor was already working with Avaya. Our natural evolution with the Avaya brand and other world-class manufacturers has placed Optivor at the highest partnership levels. These partnerships result in an incomparable customer experience.”

Optivor’s growth has not gone unnoticed. Several investment groups have approached Optivor over the past few years. “Optivor is not for sale,” quipped Chandler, adding, “We are still growing and have no desire to alter our winning strategy. Our team is second-to-none, and we remain passionate about our customers.”

### **About Optivor:**

Headquartered in Maryland, USA, Optivor is the highest level Partner for 200+ world-class telecommunications manufacturers. Optivor provides IT Services, Unified Communications, Data Solutions and Video Teleconferencing. The company is ISO 9001:2008 registered, and trusted advisor to some of the largest and most respected global organizations for Enterprise IT Services and Telecommunications. Optivor has clients in 88 countries.

### **About Avaya:**

Avaya is a global provider of business collaboration and communications, providing unified communications, contact centers, networking solutions and related services to companies of all sizes around the world.

#####