



FOR IMMEDIATE RELEASE

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OPTIVOR ACQUIRES ADVANCED COMMUNICATION SOLUTIONS (ACS) – NEC TRIPLE DIAMOND PARTNER

Annapolis Junction, MD – Optivor Technologies, LLC (Optivor), has acquired Advanced Communication Solutions (ACS). ACS is an NEC Triple Diamond Partner. Optivor is a global leader in enterprise communications solutions, IT Services, and a provider of technology products and solutions, representing more than 2,700 manufacturers, including Avaya, NEC, Cisco, Oracle, Brocade, Computnetix, T-Metrics, Callware, HP, Speakerbus, and more.

Stuart Chandler, Optivor's President and Chief Executive Officer stated, "We are impressed with the ACS team and their commitment to their customers. The combined offerings of ACS and Optivor provide the most significant Unified Communications (UC) and support resources in the southeastern United States."

ACS will continue to operate as a strategically separated business unit under the ACS brand, and as one of NEC's highest level value-added partners. Steve Battista will continue to run the ACS organization and says, "This acquisition is about our two companies working together as a strong team with resources, but working independently to provide our customer base with the options that deliver the best solution with value-add, flexibility, and savings. He also added, our greatest asset to success is our staff."

"This is a big win for ACS and Optivor's clients. Now customer organizations have greater choices and more technical resources, depending on their requirements," Chandler added. The successful growth of ACS and Optivor brands are the result of competency, responsiveness, and exceptional customer satisfaction.

Advanced Communication Solutions (ACS) has over 25 plus years of reliable, proactive servicing of existing and new accounts and is the number one NEC integrator in Florida. ACS holds the highest number of NEC engineering/technical personnel, and NEC sales certifications. The success of ACS has never been about the commitment, work ethic, or vision of one person. Rather it has been about a group of people coming together as one and practicing the following discipline: Anything worth doing is worth doing right. As the founder and president of ACS, Steve Battista is continually asked how ACS has been able to grow during an era of turbulence in the telecom industry. He is asked if our success is based on the manufacturers we represent, our geographic region or our management directives. Battista always responds by saying that all those things contribute to our success, but our greatest asset and the overwhelming reason for our achievement is our staff.

ACS' philosophy is to provide the best value in the industry without ever compromising our service. Their goal is to be a strategic partner in solving their customers' communications obstacles rather than just a vendor. From our experienced and consultative sales staff to our technical engineers, ACS is committed to providing voice/unified communication/contact center solutions to business problems via on premise, cloud or hybrid solutions. In keeping with our tradition of representing 'Best of Breed' companies, ACS is proud to represent, NEC, NEC Financial Services, Enghouse, Trisys, and other leading edge manufacturers, and application software developing companies. We also have direct business relations with Windstream, and Level 3 Service providers.

Optivor Technologies, LLC (Optivor) was founded in 2001 and is headquartered in Annapolis Junction, Maryland. Optivor, a Woman-Owned Small Business (WOSB) and an ISO 9001:2015 certified company is focused on the design, deployment and ongoing support of enterprise telecommunications. Optivor continues to grow and has a diversified portfolio in Enterprise IT Communications products and services and our customers rely on our highly qualified resources and capabilities to deliver the most efficient and effective solutions. Our mission is to provide advanced IT solutions and strategic advisory services to support enterprises of all sizes with real-time, mission-critical, state-of-the-art communications solutions that improve efficiency, collaboration, and outstanding customer service.

Additionally, Optivor's operations continue to use our established ISO 9001:2015 quality processes, so our clients continue to receive our commitment to an excellent customer experience. Leveraging our comprehensive set of processes as a baseline, we continually review and revise our quality standards to improve our business practices and performance. This mitigates risk for our customers, suppliers, and business partners.