



## **AVOTUS AWARDED 2010 INTERNET TELEPHONY TEM EXCELLENCE AWARD**

### ***Avotus ICM<sup>®</sup> eProcurement Honored for Outstanding TEM Solutions***

MISSISSAUGA, Ontario – January 6, 2011 – Avotus Corporation, the leading provider of Telecom Management Services, including Expense Management (TEM), eProcurement, and Usage Management solutions, announced today that Technology Marketing Corporation (TMC) has named Avotus' ICM<sup>®</sup> eProcurement as a recipient of the 2010 INTERNET TELEPHONY TEM Excellence Award presented by INTERNET TELEPHONY magazine.

"Avotus Corporation has been recognized with an *INTERNET TELEPHONY* TEM Excellence Award for their achievements in advancing TEM solutions and providing quality solutions in the marketplace," said Erik Linask, Group Editorial Director of *INTERNET TELEPHONY*.

The award was specifically extended to Avotus ICM<sup>®</sup> eProcurement (eP) WebAuction product, a Full-service offering that helps enterprises maximize savings and operational flexibility through its on-line automated procurement business process. Using its patented 66-step process (US Patent number 7412412), Avotus eP creates more competition along with improved decision support through automated analytics. As a result, Avotus clients save an average of 44%, decrease their level of effort, and reduce time to savings by ~2/3<sup>rd</sup>s. Using Avotus' vast optimum market pricing/contract terms which are memorialized in its "Best of Class" knowledgebase, Avotus builds and runs global network RFPs and delivers comprehensive, customized and executable contracts, and it typically does so in-quarter.

"We are honored to receive the 2010 *INTERNET TELEPHONY* TEM Excellence Award for our ICM eProcurement solution," said John Blyzinskyj, President of Avotus. "This award further solidifies Avotus as an industry leader in the telecom expense management industry. We remain committed to providing the best possible TEM solution to our clients to help them reduce overall telecom spend and maximize their telecom assets."

"We congratulate Avotus' client for their success in doubling their financial benefit as a result of using our process. This project outcome demonstrates that a client's own procurement team may use our technology to produce greater, faster savings. Our client's operational/procurement teams had the confidence, insight, expertise and executive support necessary to outperform all other approaches, by their use of the Avotus eProcurement process." said Brad Buxton, Avotus eProcurement Founder and President.

"We are pleased to present Avotus Corporation with a 2010 INTERNET TELEPHONY TEM Excellence Award. Avotus' ICM<sup>®</sup> eProcurement has proven its valuable benefits and advancement of TEM. Most importantly it has delivered exceptional solutions for its customers," stated Rich Tehrani, CEO, TMC.

The 2010 *INTERNET TELEPHONY* TEM Excellence Award winners are published in the December 2010 issue of *INTERNET TELEPHONY* magazine, [www.itmag.com](http://www.itmag.com). For more information, please visit [www.tmcnet.com](http://www.tmcnet.com).

**About INTERNET TELEPHONY magazine**

*INTERNET TELEPHONY* has been the IP Communications Authority since 1998™. Beginning with the first issue in February of 1998, *INTERNET TELEPHONY* magazine has been providing unbiased views of the complicated converged communications space. *INTERNET TELEPHONY* offers rich content from solutions-focused editorial content to reviews on products and services from TMC Labs. *INTERNET TELEPHONY* magazine reaches more than 225,000 readers, including pass-along readers. For more information, please visit [www.itmag.com](http://www.itmag.com).

**Products and Services Offered by Avotus**

Avotus' suite of Intelligent Communications Management (ICM) telecom expense management solutions includes: ICM eProcurement™, ICM Expense Management™ and ICM Usage Management™. These solutions far exceed simple invoice processing, validation and reconciliation by offering a complete lifecycle management approach, starting at procurement and running through the life of the contracts. ICM is based on a foundation of best practices that Avotus has developed through decades of telecom industry experience, ensures compliance and consistency, prevents leakage and errors and delivers results that are verifiable and sustainable.

**About Avotus Corporation**

Avotus changes the way companies source, procure, and manage their communications services and assets. By combining technology, automation, and domain expertise under the Avotus Adaptive Communications™ model, Avotus is helping Global 2000 companies transform their telecommunications spend. This strategic set of services includes Communications Assessment capabilities, which help identify, diagnose and understand business problems and opportunities; Advisory Services, which provide valuable insight into clients' telecom challenges and offer both technical and business process-related solutions which bring enhanced value to our clients; Managed Services, which provide specific business process and service support; and Outsourcing Services, which completely transform a company's operations and provide third party hosting of a company's communications infrastructure.

Avotus has a 30-year history of empowering companies of all sizes to gain lasting control over their complete worldwide communications environment through the effective management of their voice, mobile and wireless, data and converged communications spend. For more information, visit <http://www.avotus.com>.

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