



Avotus Strengthens Commitment to Customers with New Hires and Total Savings Guarantee

New hires provide extensive channel sales and support experience and will help drive the company's channel initiatives and commitment to providing superior services and savings

OAKLAND, New Jersey – June 10, 2014 – Avotus Corporation, a leading provider of Intelligent Communications Management (ICM) solutions, announces today that it has hired Ron Halen and Hugh Shannon, to senior management positions. They will drive the company's channel partner initiatives with emphasis on its Total Savings Guarantee. Both Halen and Shannon will be responsible for a number of channel-related duties, including the development, implementation and overall growth of the company's channel distribution program.

A focus of their work will be to demonstrate to both current and potential partners the significant value and overall savings made possible by Avotus' Intelligent Communications Management (ICM) solutions. To this point, Avotus has initiated a Total Savings Guarantee (TSG) that details the company's commitment to saving customer's money. The guarantee states that Avotus will save its customers more money than it costs for their engagement. If savings are not recognized (or evident) the company will credit its customers the difference. Avotus' Total Savings Guarantee is available on select ICM solutions with "trackable" savings.

"It is a pleasure to welcome Ron and Hugh to the Avotus team, especially now as the company is steadily growing on the foundation of our ICM solution and the very real impact it's having on our customers' bottom line," states James Martino, CEO, Avotus. "The Total Savings Guarantee and commitment to our channel strategy and partner relationships has made all the difference. The addition of Ron and Hugh further strengthens our position."

Ron Halen comes to Avotus having spent most of the last 15 years dedicated to sales and sales channel management at various companies, including Salamander Technologies, Inc. and Toshiba Business Solutions. Similar to Mr. Halen, Hugh Shannon brings extensive experience in channel partner and sales channel management that include holding key positions at AT&T Enterprise Business Services as Regional Vice President, Indirect Sales Channel and AT&T Easy Commerce Services as Sales Director.

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About Avotus

With more than 30 years of industry experience, Avotus is the award-winning provider of **Intelligent Communications Management (ICM)** solutions. ICM solutions enable users to optimize and manage their critical investments in telecom and technology. ICM is Avotus' Intelligent approach to managing wireline and wireless assets. Often times, Avotus' ICM lifecycle can be deployed in a manner that allows each engagement to self-fund the next, while putting cash on the clients bottom line at each step. ICM solutions include: Usage Management (UM), Expense Management (EM), Intelli-Sourcing and Wireless. Avotus and its partners serve more than 1,000 clients in North America and around the world, many of which are industry-leading Fortune 5000 customers.