

BACKGROUND INFORMATION

VoIPSupply.com Technical Education Program

VoIPSupply.com's Technical Education Program provides resellers with a 15% discount on Global Knowledge's highly respected curricula. In the fast-moving Voice over IP (VoIP) marketplace, regular training helps resellers provide a higher service level to customers by keeping them abreast of the latest technology and providing the information to successfully install and use VoIP systems. Many VoIP vendors also have technical certification guidelines as part of their product authorization process for Resellers who want to purchase their products. For information on this program, contact **Mike Vasko** at 716.250.3885.

About Global Knowledge

Global Knowledge is the largest privately held provider of training, enterprise learning services, and software solutions for information technology (IT) and management professionals. The company offers a broad array of hands-on IT, project management, and professional skills training featuring proprietary core and custom curriculum as well as content from leading companies, including Cisco, Microsoft, Nortel, Oracle, and Red Hat. Delivered in classrooms, at private facilities, or over the Internet, Global Knowledge has helped Fortune 500 companies, organizations and government agencies leverage to turn knowledge into productivity for employees, customers, and channel partners. Founded in 1995, Global Knowledge employs more than 800 people worldwide and is headquartered in Cary, N.C. New York-based investment firm Welsh, Carson, Anderson, and Stowe owns the company. For more information, visit www.globalknowledge.com.

VoIPSupply.com Leasing Program

Leasing Advantages

- No down payment results in improved cash flow – Only a refundable security deposit is required. In contrast, loans to finance the purchase of equipment often require down payments of up to 25 percent or more.
- Leases are easier to finance than purchases – Capital equipment loans usually require several years of financial records. Leasing does not require such extensive background information.
- Leasing makes it easier to keep pace with technology. A series of short-term leases will cost less than buying new equipment every year or two, making it more affordable to upgrade.
- Leasing allows you to afford more – With lower up-front costs, you can obtain better equipment, which can create a more professional image, as well as boost morale and productivity.
- Leasing has balance sheet benefits – You may be able to exclude some leased assets and related obligations from your balance sheet. Such moves might improve financial indicators such as your firm's debt-to-equity ratio or earnings-to-fixed-assets ratio. Bear in mind, however, that accounting rules do require your balance sheet to report assets leased under certain types of agreements.

About Wells Fargo

Wells Fargo & Company is a diversified financial services company with \$435 billion in assets, providing banking, insurance, investments, mortgage and consumer finance to more than 23 million customers from more than 6,000 stores and the internet (wellsfargo.com) across North America and elsewhere internationally. Wells Fargo Bank, N.A. is the only bank in the United States to receive the highest possible credit rating, "Aaa," from Moody's Investors Service. For more information on the leasing program, contact **Dan Schurmatz** at 716.250.3404.