



## **Calence, LLC Established as One of the Largest Pure-Play Network Solutions Providers in the U.S.**

*Calence, Inc. and Avnet Enterprise Solutions close transaction creating Calence, LLC*

PHOENIX – Feb. 6, 2006 – Today, Calence, LLC announced that it closed a transaction with Avnet, Inc. (NYSE:AVT), creating one of the largest pure-play network solutions providers in the U.S. Calence, LLC is a leader in building, managing and optimizing customized, client-centric networks. The new organization was formed through the combination of the assets of Calence, Inc. and Avnet Enterprise Solutions, a division of Avnet, Inc., that specializes in Network Lifecycle Management Solutions. The intention to form Calence, LLC was announced last November.

With headquarters in Arizona, the new company consists of approximately 400 networking professionals located across the U.S. in 20 offices, generating a combined annual revenue of approximately \$300 million. Calence, LLC is led by Chairman and CEO Michael Fong, Chief Operating Officer Jim Teter, and Chief Financial Officer Steve Varley.

“Calence, LLC has a unique competitive advantage in the marketplace driven by its proven network solutions expertise, and our geographic and vertical market presence,” said Fong. “By creating Calence, LLC, we will provide clients with an unrivaled depth and breadth of specialized networking services to help reduce information technology costs, improve internal processes and increase operational efficiency.”

Calence, LLC’s offerings include strategic consulting services around Network Strategy and Infrastructure, IP Communications, Security Solutions, Calence Management Services (CMS), Telecom Expense Management (TEM), network business process outsourcing (BPO), and Product Provisioning. The company is a Cisco Gold Partner, with professional teams comprised of knowledgeable and certified individuals with more than 300 Cisco Certifications. The new company holds Cisco specializations in IP Communications, Virtual Private Networks (VPNs), IT Security, Wireless LAN, and IP Contact Center, as well as Advanced Technology Partner certifications in Rich Media Communications, Optical-Metro and Mobile Access Router. In

addition, Calence, LLC gains Avnet Enterprise Solutions' strength in the K-12 education market, plus a unique suite of technical, financial and professional services that help commercial mid-market customers financially justify IT solutions and optimize their network performance and security posture.

### **About Calence, LLC**

Calence, LLC ([ww.calence.com](http://www.calence.com)) plans, provisions, builds and manages customized network solutions and IT infrastructures designed to improve operational efficiency, increase productivity and boost customer satisfaction. Calence has helped *Fortune* 50 companies and some of the world's most prominent organizations leverage advanced network technologies to address specific business goals and priorities, improve internal processes and communications, and reduce IT costs. The company offers strategic services and expertise in a wide range of specialty areas, including wireless; information security assessment and incident response; voice, video and contact center solutions; and application performance. Calence is a Cisco Gold Partner and an AVVID Partner, as well as a Cisco Advanced Technology Partner for IP Contact Centers. Named one of the fastest growing privately held companies in the country by *Inc* magazine for four years in a row, Calence is headquartered in Tempe, Ariz.

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