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NextWest, Inc. Announces Appointment of Richard De Soto as Vice–President, Sales and Marketing

By NextWest, Inc.

NextWest, Inc. Announces Appointment of Richard De Soto as Vice–President, Sales and Marketing by NextWest, Inc.

Tucson, Arizona— August 24, 2004- NextWest, Inc., the leading provider of IP–based business telecommunications and contact center systems, today announced the appointment of Richard De Soto as Vice–President of Sales and Marketing for NextWest, Inc.

In his role, De Soto will oversee all of NextWest's Sales and Marketing efforts, including managing worldwide sales channel revenue objectives, identifying strategic direction, and engaging the sales and marketing team in identifying new business opportunities in key market segments.

De Soto has over 20 years experience in the telecom and Internet communications industry. He has held positions as a marketing and sales executive with Nortel Networks, US WEST (now Qwest) and a variety of successful startups including AltiGen, Entera, and FreeGate.

"Richard has a wealth of experience developing and executing targeted sales and marketing strategies, and we're very excited to have him on board," said Sarah Hightower, CEO of NextWest. "With his results–oriented attitude and demonstrated record of success, we have the greatest confidence that NextWest has gained a strong leader that can take our team to the next level."

De Soto's startup track record includes successful IPO's and acquisitions ranging from \$25M to \$440M. As Senior VP at AltiGen, a leading IP PBX company, De Soto led the company through continual revenue growth in spite of the economic downturn of 2001– 2003. As a direct result of that revenue growth AltiGen was named as the 111th fastest growing company in the U.S. by the Deloitte Touché Fast 500 Program and as the 8th largest IP PBX Company in the world by IDC.

"My goal here is clear," DeSoto remarked. "I will position our company to be the leading IP PBX and Contact Center company marketing to small to mid–size enterprises."

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De Soto holds a bachelor's degree in Marketing and Public Relations from San Jose State University is a graduate of the Cambridge Information Technology Center and successfully completed the MBA equivalency program at MIT. He has been a designated speaker at number of telecommunications forums, radio and television interviews and broadcasts and is widely considered an industry expert.

About NextWest, Inc.

NextWest, Inc., headquartered in Tucson, AZ., is a leading manufacturer of IP–based business telecommunications and contact center systems. Our rock–solid, fully–integrated, IP and converged communications systems help small to mid–sized businesses, government agencies and other institutions to meet their growing telecommunications needs.

With cost–effective solutions that are flexible, scalable, reliable and easy to manage, NextWest delivers uncompromising quality and features resulting in the some of the fastest ROI times in the industry.

NextWest's award winning PCXi and NextContact Call Center Solutions are backed by the world class service and support of NextWest Certified Engineers.

For more information about NextWest Business Phone Systems, IP Phone Systems, Advanced Voicemail, Conferencing Solutions, ACD, Reliable VoIP (Voice over IP), Advanced IP Predictive Dialers, IP Telephony, Blended Call Center Solutions, VoIP Call Center Systems, VoIP Phone Systems, IVR, Auto Attendants, CTI, Advanced PBX Features, NextWest PCXi, NextContact or any of our industry specific solutions call 1–877–I–GO–NEXT (446–6398), or visit our website at <http://www.nextwest.com> .

Note: NextWest products and services are only available through NextWest Authorized Resellers.

NextWest, Inc., headquartered in Tucson, AZ., is a leading manufacturer of IP–based business telecommunications and contact center systems. Our rock–solid, fully–integrated, IP and converged communications systems help small to mid–sized businesses, government agencies and other institutions to meet their growing telecommunications needs.

Tucson's NextWest, Inc. Announces Partnership with DialResults, Inc

By Richard Robert Logan

By Richard Logan June 1 2004

Mesa, Arizona — DialResults Inc., a leader in the predictive dialer arena, announced today an partnership NextWest, Inc., the fastest growing distributor of Integrated Telephony Systems. The partnership represents a \$9 million deal over the next two years.

DialResults, Inc. will partner with NextWest to market PCXi, a fully–integrated, VoIP/Internet

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Protocol-enabled, communications system, and NextContact, a next-generation call center solution.

"We are proud to partner with DialResults to distribute our telephony solutions," said Matthew W. Morales chief information officer of NextWest, Inc. "DialResults is a company that shares our vision, integrity and energy to get superior products to market."

DialResults PCXi, an IP-enabled PBX, is a fully-integrated, converged communications solution. The system combines analog, digital, wireless and Internet Protocol (IP) capabilities in a single platform, giving customers a choice of deploying traditional, IP telephony or a combination of both on a local or global scale.

NextContact encompasses the broad functionality required by next-generation contact centers, including the ability to handle customer contacts in any media (voice calls, voice mail, e-mail, web integration, collaboration, and fax) and at the same time, facilitating fully integrated routing, monitoring, recording, reporting and administration for all customer interaction activities.

"NextContact fulfills our vision of providing reliable, comprehensive cutting-edge technology to our customers," said Dennis Robbins president of DialResults. "We can now deliver key contact center components like Predictive Dialing and VoIP within an easily-scalable, truly-integrated solution."

DialResults provides multi media predictive dialing software and call center CTI solutions to any type of contact center. "Without question, this product is going to make our customers ultra-competitive in their respective channels," Robbins said.

About DialResults, Inc.

Dial Results and Data Management Services (DMS) is a division of a privately held corporation, Data Technologies Corporation, founded in 1979, and headquartered in Mesa, Arizona. Currently providing software and database support to clients throughout the Southwest.

Our strength lies in our ability to understand business processes from concept to reality. Our developers have 100-combined years of hands-on application development. These technical capabilities qualify our claim to be able to quickly analyze and thoroughly implement business applications for our clients.

About NextWest, Inc.

Founded in 1996 and based in Tucson, Arizona, NextWest, Inc., is a privately held company. NextWest, Inc. is a leading provider of "Smart Business" solutions, web-based software applications and database design, network infrastructure, integrated telephony hardware and software solutions, and innovative online and offline marketing programs. NextWest, Inc. conducts business in the US and more than 20 countries worldwide.

NextWest's PCXi and NextContact Call Center Solution took "Best of Show" at the Long Beach, California Internet Telephony Conference and Expo in October of 2003. For more information please call Richard Logan toll free @ 1-888-839-3613 ext. 4581 or go to <http://www.dialresults.com>

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I have over 15 years in the call center industry. I ran large call center as a telemarketing manager and have sold predictive dialers everything from UNIX to the new VoIP MSSQL Multi Media convergence solutions

Tucson's NextWest, Inc. Announces Partnership with DialResults, Inc
NextWest NextContact™ Packs Broad Functionality into Single System
NextWest NextMobility Delivers PBX Extension Features to Remote Cell Phones Anywhere
NextWest, Inc. to Exhibit NextWest PCXi and NextContact IP–based Communications Solutions at Upcoming INTERNET TELEPHONY Conference & EXPO Fall 2004
Vice President?

Leap Ahead
My Discount Vault
Hints for lovers
How To Get Reprint Rights Without Paying A Dime
David Blaine's Mega Magic Tricks eBook



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