



VELL RECENT PLACEMENT



BILL COSTELLO **VICE PRESIDENT OF SALES - AVOTUS**

Burlington, Massachusetts

Bill Costello is responsible for TEM (Telecommunications Expense Management) sales for North America. Reporting to Bill are the Regional Sales Directors, Account Executives and System Engineers. Bill brings more than 25 years of solution-oriented enterprise software sales and sale management experience to Avotus. During his career, Bill has consistently met or exceeded revenue and sales objectives. He has extensive experience in building and managing large direct and indirect sales teams as well as developing worldwide sales channels.

For the past two years Bill served in executive-level sales capacities at Concord Communication, a company acquired by Computer Associates in 2005. At Concord, Bill was responsible for worldwide sales activities into the major telecommunications and cable companies. From 1988 to 2003 Bill was employed at Oracle Corporation where he progressed from Account Manager to an Area Vice President for the Telecom/Utility vertical. Bill has also held Regional Manager and Account Executive positions at a number software companies. Bill is a graduate of the School of Management at Boston College and has a degree in Computer Science.

Avotus Corporation is the leader for groundbreaking technology-based communications expense management (TEM) solutions. They have a 20 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, data and converged communications spend. Combining technology, automation, communications experts, and industry best practices, Avotus solutions make it possible to not only realize significant spend reduction but to continuously verify and permanently implement all cost and process improvements. Avotus also offers the widest, deepest and most flexible solution set available including an on-site enterprise implementation, a hosted ASP model, and a completely outsourced value-added managed solution.