



VELL RECENT PLACEMENT



THOMAS GRINDE EXECUTIVE VICE PRESIDENT OF SALES

FAIRPORT, N.Y.,- Allworx, the Small Business VoIP Company, today announced that Thomas Grinde has become its new Executive Vice President of Sales. Grinde brings more than 25 years of channel experience in the telecom industry to Allworx. In his role as EVP Sales, Grinde will lead the development of the Allworx sales channel.

Prior to Allworx, Grinde worked for Tadiran America, the North American Division of Tadiran Telecom –as VP of Sales, responsible for managing the Sprint OEM contract and multiple dealer relationships. During his four year tenure, he orchestrated the development of Tadiran’s Partner Program and was instrumental in the launch of numerous Coral products and the Emerald ICE Key System. Prior to Tadiran, Grinde was founder and CEO of a multi-office interconnect, which he ran for 12 years prior to its sale in 2001. Grinde also worked at Comdial, holding numerous sales management positions over a 12 year period, where he helped grow that company’s revenue to \$125M, as its director of sales.

“I’m excited to join Allworx because the product set meets a market need unlike any other telecommunications offering available today, and I see a great fit between my skill-set and Allworx’s current sales organization,” said Thomas Grinde, EVP of Sales for Allworx. “We’re thrilled to add Thomas to our sales organization, and his experience will strengthen our ability to implement the company mission of replacing all the aging key phone systems, commonly found in small businesses, with our Allworx VoIP solutions,” said George Daddis, Chief Executive Office for Allworx. “The success of our product development efforts is now enabling us to focus on assembling a world class sales & marketing organization to bring our technology to the masses.”

Grinde holds a B.S. degree in Business Management from Virginia Tech and an M.B.A. from The College of William & Mary. He is also a former Chairman-of-the-Board for the Charlottesville Regional Chamber of Commerce.

About Allworx: Allworx, the product division of InSciTek Microsystems Inc., believes that small-to-medium-sized businesses today should have access to the same advanced information and communications technologies as big enterprises. The Allworx10x and Allworx6x systems and Allworx9112 and 9102 phones are ideal replacements for the millions of aging (TDM) PBX and key phone systems in use today.