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## **VoIP Leader Aptela to Sponsor National Insurance Agent Conference in Washington, D.C.**

**Herndon, Va., May 4, 2010** — Aptela, a leading provider of hosted Voice over IP (VoIP) solutions for small and medium-sized businesses, today announced that the company is an official sponsor of the 2010 Allstate National Exclusive Agent Conference (NEAC), to be held May 5–8, 2010 at the Gaylord National Resort and Convention Center in National Harbor, MD (outside Washington, D.C.). The annual NEAC is attended by members of the National Association of Professional Allstate Agents (NAPAA).

"We have been working closely with Allstate agencies across the U.S. for more than two years now, as agencies make the transition to Agent-Owned Technology," says Douglas Strahan, President and CEO of Aptela. "Aptela now provides phone service and powerful PBX functionality to more than one hundred Allstate agencies nationwide."

Insurance agencies have been grappling with the same challenges as other small businesses—including how to minimize capital expenditures and reduce operating expenses while maximizing efficiency and productivity. With Aptela's hosted VoIP solution, Allstate agencies have access to powerful communication features that are also affordable and flexible.

"Aptela's phone service supports my ability to provide top notch service to my customers," said George Cochrane, an Allstate Agency Principal in Frederick, Maryland. "In addition, I reduced my phone expenses by at least 20% and have more functionality than I had with my previous provider."

Hosted VoIP has proven popular and effective with insurance agents who need:

- Business-class phone service—such as automated attendants, after hours call forwarding support, extension dialing and advanced mobility—at a small business price.
- Seamless mobility so agency owners and employees can access the corporate phone system on the road or anywhere they go. VoIP forwards calls automatically and transparently.
- Unified multi-site communications that maintain a consistent image and level of service across multiple offices.



- Easier remote work and telecommuting to allow agencies to grow business without growing overhead.

Allstate agents who would like to schedule a meeting with an Aptela representative while at the conference should call Aptela at 703.637.8118. To learn more about how Aptela is helping other insurance agencies with their communication needs, visit [www.aptela.com/allstate](http://www.aptela.com/allstate).

### **About Aptela**

Aptela is a leading provider of enterprise-class hosted Voice over IP (VoIP) solutions for small- and medium-sized businesses (SMBs). Aptela's Software as a Service (SaaS) business model provides SMBs with a reliable, secure and affordable telephony solution—a valuable alternative to costly internal PBX systems. Aptela's flexible applications are designed to be fully integrated into the workflow of today's distributed and mobile workforce. Unlike traditional telephony that is tied to a physical location, Aptela's features can be accessed—anywhere, anytime—through the Internet, traditional wire-line or cellular networks. Aptela was recently recognized as a 2009 Deloitte Technology Fast 500 company with a #78 ranking overall and a #15 ranking amongst telecommunications/network providers. The Fast 500 program ranks the country's fastest growing technology, media, telecommunications, life sciences and clean technology companies in North America. For more information, visit [www.aptela.com](http://www.aptela.com) or follow us at [www.twitter.com/aptela](http://www.twitter.com/aptela).

### **About NAPAA**

The National Association of Professional Allstate Agents (NAPAA) is a non-profit organization whose membership consists of agents under contract with Allstate Insurance Company, former Allstate agents, and other interested parties. NAPAA provides its membership with reliable communications on issues that affect Allstate agency owners and their customers. NAPAA is dedicated to the success of Allstate Exclusive Agency Owners and to advance the independence and entrepreneurial spirit of our members. For more information, visit [www.napaausa.org](http://www.napaausa.org).