



NEWS RELEASE

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**INDUSTRY ANALYSTS AGREE: THE INTER-TEL® 7000 TAKES
BUSINESS COMMUNICATIONS TO THE NEXT LEVEL**

Tempe, Arizona, April 19, 2006...At its recent North American Analyst Conference, Inter-Tel, Incorporated (Nasdaq: INTL), a leading provider of voice and data communications solutions for businesses, gave industry analysts representing many of the largest global research firms, a preview of its new Inter-Tel 7000 communications system. Now undergoing field trials, the consensus among the 25 analysts in attendance was that Inter-Tel has developed a powerful, robust IP-based communications system that has the potential to redefine how businesses communicate.

"Inter-Tel has done a masterful job in developing a platform that is being designed to successfully leverage advanced IP technology to provide a rich, intuitive feature set that can be an asset to any business," noted Mark Ricca, a partner with Intellicom Analytics, a New Jersey-based research firm that specializes in the communications industry. "When released for general availability, the expectation is that the Inter-Tel 7000 will offer a number of innovations that we believe will translate into significant productivity and efficiency gains for enterprise customers."

Scaling up to 2,500 users per site, the Inter-Tel 7000 is designed to be a pure, standards-based communications platform utilizing SIP technology at its core. The platform also is designed to be redundant and secure, and to provide easy-to-use interfaces for remote management and configuration.

In addition, the Inter-Tel 7000 is expected to offer a full PBX-style feature set and a number of innovations, including embedded presence management and advanced mobility features. The system is also being designed to support Inter-Tel's advanced IP-powered applications, such as collaboration, messaging solutions **and contact center solutions**, as well as its existing lines of **multi-protocol IP and SIP endpoints**.

According to Allan Sulkin, president of TEQConsult Group, Inter-Tel is capitalizing on emerging technology trends with the creation of the Inter-Tel 7000. "Standards-based software solutions, with SIP at the core, will enable organizations to avoid obsolescence by leveraging the communication options that Internet standards make possible," noted Sulkin.

Rob Arnold, an industry analyst with Current Analysis, cited the Inter-Tel 7000's embedded presence capabilities as an appealing benefit to customers. "The fact that the Inter-Tel 7000 delivers presence capabilities as part of its core feature set differentiates it from other solutions in the market," said Arnold. "This is a real incentive for businesses looking to leverage these tools without having to add servers or additional software."

In addition to introducing the analyst community to the Inter-Tel 7000, Inter-Tel also described its strategies to market the Inter-Tel 7000—along with its Managed Services program and IP-powered applications—to larger businesses. Again the analysts liked what they heard.

"Many vendors announce exciting new products, and then try to figure out how to sell them," said David Yedwab, executive vice president with Eastern Management Group. "Inter-Tel is taking a much more holistic approach, which is very much needed by resellers and end users. Their Managed Services program gives Inter-Tel a strategic