

25 Great Years! 1982 - 2007

Digital Telecommunications Corp.
VoIP, Total Telecom and IT
800-DTC-4YOU
www.digitaltel.com



WINTER 2008

President's Column



Bob Bliss

I am pleased to update you regarding the continued success of Digital Telecommunications Corp. We will be holding our 2008 Product Rollout on Thursday, April 10th at the newly remodeled Pacific Palms Conference Resort in the City of Industry. This event promises to be our biggest and best event to date. Please contact Leslie Musser at (818) 925-8838 or email her at lmusser@digitaltel.com to insure your reservation. NEC executives will be presenting and our business partners will also be in attendance to unveil and demonstrate new product.

The second update of interest is our newly redesigned website – please visit us at www.digitaltel.com. We have spruced it up and included more information about the company, news and events, our partners, and product lines. I hope you will find it to be an informative and useful tool. This “refresh” is the first phase of our website redesign; we plan further expansion and updates – so please keep checking back.

DTC has finalized our 2007 fiscal year financial results. We are pleased to report that the revenue and profitability picture reflects the best performance in our 25 year history. We are grateful to you, our customers, for your loyalty and your partnership with us. We are committed to thoughtful growth and sustenance of the business in order to continue to provide excellent service, and in fact – to further expand and enhance our support to you.

In closing, I would like to “plug” the NEC User’s Group conference, which will be held in Jacksonville, Florida during the week of May 4th – 7th. As usual, NEC will unveil company direction for the year and will demonstrate new product and applications. We support the User’s Group and encourage you to attend the conference. Please do let us know if you plan to attend, as DTC is considering sponsoring an exclusive event for our customers.

I look forward to seeing all of you at our Product Rollout in May. Thank you again for the support you’ve shown us. Here’s to 2008 being a great year for all of us!

**DON'T FORGET TO MARK
YOUR CALENDAR FOR
OUR 2008 PRODUCT
ROLLOUT, SEE PAGE 6!**



PRESS RELEASE



CEO and Founder



Gordon Maccani

Unified Communications Pioneer Zeacom Awarded "2007 Product of the Year"

by **INTERNET TELEPHONY® Magazine**

Irvine, CA – January 17, 2008 – Zeacom, the premier provider of unified communications solutions for small-to-medium organizations, announced today that its Communications Center has been named a winner of the "2007 Product of the Year" Award by Technology Marketing Corporation's (TMC) INTERNET TELEPHONY magazine. INTERNET TELEPHONY is the premier publication in the rapidly growing VoIP/IP telephony. This is its 10th Annual Product of the Year Awards.

"INTERNET TELEPHONY recognizes the most innovative products by bestowing this prestigious

award to the most deserving companies. The editors of INTERNET TELEPHONY selected the companies which in their view demonstrate the vision, leadership and attention to detail that are the hallmarks of the prestigious Product of the Year award," said TMC Editorial Director, Greg Galitzine. "The Product of the Year Awards exemplifies the best this industry has to offer. With nearly 500 applications this year, the judging process was difficult but the selected winners have demonstrated a commitment to quality and the continued development of the IP telephony industry. These winners deserve this distinction, and I look forward to seeing other innovative solutions from them as they continue to contribute to the future of VoIP and IP telephony," continued Greg.

[Zeacom Communications Center \(ZCC\)](#) allows an entire organization to improve the way it communicates by offering a single solution to all its communication needs. Unified Communications is increasingly about being able to choose one's desktop interface and ZCC can provide presence, telephony, fax and voice messaging with unique caller greetings inside Microsoft Outlook or using Zeacom's own interface.

The ZCC solution is designed for the entire organization

from executives and knowledge workers to contact center agents and console operators.

"We continue to enhance our product offering to provide a higher level of business optimization for the SMB market," said Zeacom President Ernie Wallerstein. "Zeacom understands the importance of providing real-time messaging, rich presence and voice to the desktop to empower users to make more informed business decisions. And we offer all of this via one user interface, one point of administration and one reporting engine – providing a cost-effective UC enterprise solution for the SMB. The virtual office is a reality for our clients because of ZCC," continued Ernie.

"We are proud to recognize the greatest achievements in the advancement of VoIP and IP telecommunications technologies in 2007," said Rich Tehrani, TMC President and Editor-in-Chief of INTERNET TELEPHONY magazine. "These companies have proven they are dedicated to quality and excellence while addressing real needs in the marketplace."

EMPLOYEES OF THE MONTH



SEPTEMBER
MATT COMMEVILLE



DECEMBER
IAN GEORGE



NOVEMBER
DONALD RUSHING

“This kind of dedication to us, your customer, is far superior to any other system maintenance company I have ever worked with. I thank you for that dedication to service of unequalled excellence.”

Anne Kahrs
Telecommunications Supervisor
Word and Brown

“I just wanted to throw out a huge THANKS from myself and my staff for all the help you and your folks have given us on our recent move to 925 De La Vina.

As of this morning, everyone is up and working.

A project like this is a challenge in the best of circumstances. Given our short timeframe, the changes in infrastructure and the complicated logistics with two departments involved this one really offered a lot of opportunity to go awry.

We are all very pleased with how things worked out and feel confident that we are now set for our next move in February and for the eventual upgrades that we will be able to do with the new switch.

Thanks again for coming through and please extend our appreciation to all who were involved.”

Allan Goldman
Electronics/Communications Supervisor
City Of Santa Barbara

NEW CUSTOMERS

NEW SYSTEM SALES

Lewis & Clark
BTS Technologies
Coast Energy Corporation
Orthopedic Hospital
Construction Protection
Services
REMAX Estates
Honored Citizens Choice
Karrass Limited

Doheney Eye Institute
Wells Fargo Bank/Canada
Defiance USA
First Federal Bank
Ojai Valley Inn
Gerald N. Silver
Children's Hospital Pediatric
Glendale City Employees FCU

NEW EMPLOYEES – WELCOME TO DTC
JANICE BEAUDETTE

HAPPY BIRTHDAY TO YOU...

Brett Wilkoff, 29-March
Dave Abbey, 15-January
Leslie Musser, 21-February
Matt Adams, 17-January
Mike Regan, 8-January
Mike Tedesco, 14-February
Ron Hall, 31-March
Dan Foster, 4-February
Matt Commeville, 15-January
Tom Phillips, 4-February

HAPPY DTC ANNIVERSARY TO YOU...

Jeremy Owen, 2/14/00
Janice Baudette, 2/1/08
Joe Regan, 1/11/99
Ron Hall, 1/5/04
Tony Alamillo, 2/21/00
Jack Krongaard, 1/5/04
Victor Ayala, 1/19/07



PACIFIC PALMS
CONFERENCE RESORT



2008 PRODUCT ROLLOUT

April 10

@ www.pacificpalmsresort.com



NEC



PAETEC

Empowered by innovation

Philosophy of personalizing business solutions.

ACTIVE VOICE

A global leader in unified messaging, computer technology and voice applications.



Improving the way businesses communicate within the contact center and throughout the entire enterprise.



Extreme Networks technology saves power, and that helps with both environmental concerns as well as the bottom line.

Registration will begin at 7:30 a.m. and the seminar will start promptly at 8:30 a.m., ending at approximately 2:30 p.m., including gourmet lunch.

Due to popular demand, space is limited to the first 80 respondents.
For more information and to RSVP contact Leslie Musser

lmusser@digitaltel.com
(818) 925-8838



Pacific Palms Conference Resort

One Industry Hills Parkway

City of Industry, CA 91744

1 800 524-4557 - Reservations

1 626 854-2315 - Sales

1 626 810-4455 - Guest Services