



Business Leader:

As part of AT&T's strategic growth initiatives, Emerging Business Markets was launched to provide businesses more options to buy AT&T products and services. Recently, we launched **AT&T Partner Exchange<sup>SM</sup>**, a reseller program for solution providers and regional system integrators. Central to the reason behind our launch was customer research. Over half the businesses surveyed said they wanted to buy integrated solutions from a solution provider.

We are pleased to **welcome Advanced Technology Group** as an AT&T Partner Exchange Platinum level solution provider. Platinum is the highest level in our program. Solution providers in the AT&T Partner Exchange program have dedicated support from AT&T service managers so that, among other things, their orders are rapidly processed and installed.

Another exciting element of the AT&T Partner Exchange program is access to AT&T's innovation! AT&T Partner Exchange was born in the AT&T Foundry<sup>®</sup>, a collaborative start-up-style environment. AT&T has over a century of providing innovative solutions – so it should come as no surprise that we are giving participating AT&T Partner Exchange solution providers access to our efforts around **application programming interfaces (APIs)**. APIs are building blocks that will give solution providers, like Advanced Technology Group, the potential for seamless access to our ordering, billing, repair and other operating systems as well as provide for tailor made solutions for your business.

I invite you to learn more about how Advanced Technology Group can assess your needs and enhance the performance of your IT infrastructure and mission critical applications with solutions **powered by AT&T**.

Sincerely,

Brooks L. McCordle  
President – Emerging Business Markets  
AT&T Services, Inc.