



NEWS RELEASE

FOR IMMEDIATE RELEASE

**PINNACLE Software Awarded Telecom Expense Management
Contract from the Texas Department of Information**

*Texas Department of Information Resources (DIR) Approves PINNACLE's
Communication Management Solution to help DIR members run IT more
efficiently*

FAIRPORT, N.Y. – May 11, 2011 – PINNACLE Software, a subsidiary of the Fortune 1000 company PAETEC Holding Corp, announced that it has been awarded a contract allowing it to sell its innovative Service Lifecycle Management solution to agencies that leverage the State of Texas Department of Information Resources (DIR).

The agreement, signed in February, 2011, designates PINNACLE as an approved solution to help government and higher education organizations gain powerful business intelligence and control of their communications infrastructure. With over 20 years of experience, PINNACLE is the proven leader for managing the full lifecycle from procurement, provisioning, payment and chargeback for IT & Telecommunications services.

PINNACLE's comprehensive solution is used by government agencies nationwide for its ability to:

- Reduce overall Telecom Expense through expert management of their current infrastructure and disciplined vendor management.
- Gain visibility into their IT & Telecommunications operations by automating the key service delivery processes and providing support for a shared service model.

- Transform their technology architecture through streamlined management of their service inventory and providing clear accountability for how services are leveraged by the organization.

“As a result of this agreement, Texas state agencies will have access to one of the most powerful software systems to promote telecom efficiency and reduce overall expenses for their organization,” said Larry Foster, president & general manager at PINNACLE. “We’ve built a solid reputation for over two decades serving hundreds of government institutions, universities and enterprise businesses, and looking forward to presenting those same capabilities to DIR.”

PINNACLE’s parent company, PAETEC, along with its predecessors have been offering telecommunication services in Texas since 1995 with sales offices in Dallas, Fort Worth, Houston, and San Antonio as well as a major employee center in the Woodlands near Houston. Earlier in 2011, the company was ranked as the 12th best company to work for in Texas by the Texas Association of Business (TAB), the Texas State Council of the Society of Human Resource Management (TSC-SHRM), and the national Best Companies Group. The company also has telecom operations in 45 other states from coast to coast.

To learn more about the State of Texas agreement, click here:

<http://www.paetec.com/pinnacle-stateoftexas/>

About PAETEC

PAETEC (NASDAQ: PAET), a FORTUNE 1000 company, is personalizing business communications for medium and large businesses, enterprise organizations and institutions across the United States. We offer a comprehensive suite of IP, [voice](#), [data](#), and [Internet services](#), as well as [enterprise communications management software](#), [network security solutions](#), [CPE](#), and [managed services](#). For more information, visit www.paetec.com.

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