



NextGen Technology Group and Target Distributing Sign Alliance Agreement

Washington, D.C., April 7, 2008 – NextGen Technology Group, the telecom industry's first IP-centric interconnect technology organization, today announced it has named Target Distributing as the newest member of NextGen's preferred solutions partner program. Target Distributing, a leading commercial wholesale distribution company, will join this 'best-of-breed' program and offer NextGen members enhanced marketing, pricing and sales support programs for Target's complete line of telecom, datacom, voice-over IP (VoIP), security, conferencing and audio-video products.

Among the notable value-added services Target Distributing will extend to NextGen members are wholesale pricing for hundreds of brand name manufacturers products, on-site and web-based training and certification classes, rapid shipment services, vendor sampling programs, lease deal training and personalized product catalogs and collaborative marketing programs and materials.

"Providing true value-added services coupled with competitive programs and superior access to leading manufacturers' products and services has allowed Target to become a highly recognized and awarded nationwide source for telephony and data solutions," said Michael Momsen, president and chief executive officer of Target Distributing. "We are excited to partner with NextGen and look forward to supporting its members in their quest to transition from TDM to IP-based solutions."

NextGen Technology Group's was established to help its members successfully bridge the IP technology and applications integration gap facing many established telecom businesses. Qualified interconnects who become members of NextGen Group are poised to achieve business goals faster and prosper in the increasingly crowded VoIP market by utilizing the group's nationwide network of business solutions providers, nationally certified installation team and other resources including peer-to-peer coaching, mentoring, sharing of best practices, unified voice to manufacturers and alliance partners, business and technology training, sales successes and more.

"NextGen Technology Group is a membership organization geared specifically for 'best of breed' telecom interconnects and partners," said Michael Howard, one of six NextGen founding members and president of TelNet of Virginia. "Target Distributing will provide members with quick and easy turnaround for a host of product offerings to fit any of their customer applications."

To learn more about NextGen Technology Group membership and for a list of its preferred solutions providers, please visit www.nextgengroup.net.

About Target Distributing

Target Distributing is a national wholesale distributor of convergence technologies, including commercial telecommunications products, voice over IP solutions, datacom products, security systems, and professional audio/video products. In business since 1975, Target is committed to providing the broadest product selection, competitive pricing, high in-stock levels, rapid delivery, outstanding technical support and the most in-depth sales training in the industry.

About NextGen Technology Group

NextGen Technology Group is the industry's first national organization with membership representing leading entrepreneurial telecommunications interconnects with a shared goal to embrace the future in the telecommunications marketplace – providing IP-based solutions. NextGen Group enriches its member's businesses by partnering with other 'Best in Class' dealers who recognize the market necessity to successfully transition their businesses from selling traditional TDM systems to selling sophisticated IP-based voice solutions. For more information, contact NextGen Group at 866-IT-NEXTGEN or www.nextgengroup.net.



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