
New Horizon Communications Named to Distinguished *Inc.* Magazine List

Growth Ranks Second Among Telecom Companies in Massachusetts

LEXINGTON, MA—September 6, 2011— New Horizon Communications Corp. (NHC), one of the country's fastest-growing telecommunications providers, has been recognized as one of the *Inc. 5000* for 2011. New Horizon achieved an overall ranking of 2,370 out of the 5,000 companies honored on this year's List, based on revenue growth from 2007 to 2010.

"New Horizon is extremely proud to be part of one of *Inc.*'s iconic lists celebrating the fastest-growing privately held companies in the U.S.," said Stephen Gibbs, NHC's president and chief operating officer. "In the face of one of our country's most challenging economic periods, New Horizon has worked extremely hard to deliver substantial growth and profitability, year after year."

In a span of just three years, New Horizon more than doubled the size of the company, growing revenues by more than 100 percent between 2007 and 2010.

"What's most rewarding is that our growth stems from structuring and managing our business with customers' needs as our top priority," continued Gibbs. "It goes to show that if you offer products that suit market demand, priced appropriately and supported with professionalism, you can succeed in any environment."

Over the past 12 months, New Horizon has begun providing Hosted VoIP and SIP Trunking solutions as part of its NewVoice product line, introduced new varieties of fiber- and cable-based Internet offerings, and launched enhanced online billing and customer tools. According to vice president of marketing and business development Glen Nelson, NHC's continuing evolution has helped the company forge strong relationships with its business customers, carrier partners, and community of sales agents, while also extending the revenue base beyond core traditional voice and data services.

"The expansion of our product portfolio has had a significant impact on the company's growth rate," said Nelson. "We're able to offer businesses a comprehensive suite of communications services, tailored to their needs by selecting among the various carriers we represent. Naturally, as the number of services we deliver to each client increases, the average revenue per customer rises, too. It's the one-stop shop model, and it has proven to be an attractive value proposition for our customers, as well as a financially rewarding strategy for our business."

New Horizon is well known in the telecommunications industry as a progressive and reliable provider of voice, data, and Internet services for businesses of virtually any size and in any industry. With a national headquarters outside Boston and a major operations center in Ft. Myers, Florida, the company provides service in all 50 states, with the heaviest concentration of customers in the Northeast region.

In addition to its overall ranking, New Horizon earned a spot in the top 100 for both U.S. telecommunications companies (#77) and privately held businesses in the Boston area (#73). It is also the second fastest-growing telecom provider in all of Massachusetts.

To qualify for the *Inc. 5000*, companies must be based in the U.S., privately held, submit accurate and verifiable financial information, and be independent throughout the evaluation period.

About New Horizon Communications Corp. (www.nhcgrp.com)

New Horizon's fresh approach to telecom gives businesses access to all of the products, information, and professionals they need to succeed. The company was formed in 2002 by a group of longtime telephone business executives seeking to leverage their deep industry expertise and relationships to create an innovative wholesale business model predicated on alignment. We've aligned ourselves with a network of partners so we can, in turn, offer solutions that are perfectly aligned with our customers' objectives. Our charter revolves around the customer experience, so we invest in exceptional Customer Service and Care resources. Similarly, our online "MAP" tool is aligned with our commitment to accessibility and accountability, giving customers full view of everything we do on their behalf. It's a model born out of our senior team's wisdom, where we've aligned our strengths with the priorities of our customers, sales agents, and carrier partners. And our success is proof that there is a brighter way to connect businesses.

About Inc. Magazine (www.inc.com)

Founded in 1979 and acquired in 2005 by Mansueto Ventures LLC, *Inc.* is the only major business magazine dedicated exclusively to owners and managers of growing private companies that delivers real solutions for today's innovative company builders. With a total paid circulation of 710,106, *Inc.* provides hands-on tools and market-tested strategies for managing people, finances, sales, marketing, and technology.