

For Immediate Release

Nortec Communications, Inc. Receives ShoreTel's Highest Champion Partner Program Status – Certified Orange

Falls Church, VA – March 3, 2009 — Nortec Communications, Inc. announced today they have been awarded ShoreTel's Certified Orange Champion Partner status, the program's top tier that recognizes Nortec as a world-class integrator of enterprise communication solutions. ShoreTel, Inc. (NASDAQ: SHOR), a leading provider of *Pure IP* Unified Communications (UC) solutions, launched the new "Champion Partner Program" at the company's annual channel conference last July. The Champion Partner Program was designed to strengthen the relationship between ShoreTel and its partners, advancing and growing both companies' market share in the unified communications industry, while ensuring every customer continues to be delighted with their ShoreTel experience.

"We're proud and honored to welcome partners of such distinction into the Champion Partner Program – especially those that have made the commitment to certification and technical training, infrastructure development and dedication to customer service in delivering our innovative products and leading business solutions," said Tom Hamilton, Sr. Director WW Channel Marketing at ShoreTel. "In this case, the achievement of Certified Orange status is based on Nortec's value-add solution delivery, including its focus on selling, installing and supporting ShoreTel IP Unified Communication systems nationally and globally, while maintaining world-class customer satisfaction levels. Nortec has demonstrated the highest levels of customer satisfaction and sales success, according to ShoreTel's strict criteria, and as a result, we are happy to bestow them Certified Orange status for the next year"

"ShoreTel and Nortec have partnered to provide exceptional VOIP solutions to the MidAtlantic marketplace for the last 8 years," said George Hammerschmidt, EVP and COO Nortec Communications. "Key to maintaining a partnership over the long term is the ability to stay in lock step together. ShoreTel is the fastest growing VoIP provider in the world and Nortec's ability to stay aligned with that growth was recognized today by the attainment of the Champion Orange Status. I look forward to continuing to be the premier partner for ShoreTel in this market."

Since ShoreTel's first product shipment in 1998, customer satisfaction has been at the core of ShoreTel's top business priorities, and is reflected in the primary business values of Nortec as recognized by ShoreTel's Certified Orange Champion tier status. This status is awarded only to partners who have achieved world-class customer satisfaction ratings on all new ShoreTel / Nortec customer installations surveyed. Customers who purchase ShoreTel solutions rank their product above other manufacturers for technology, ease of use, management, customer service, solution experience, product features and performance. Nortec satisfied customers like National Pharmaceutical Council have contributed to ShoreTel's ranking as Best Overall VoIP telephony vendor among end-users for the past five years in a row, according to industry analyst Nemertes Research.

About Nortec Communications, Inc.

Nortec Communications, Inc. is a privately held corporation that has served the DC Metro area's leading organizations since 1991. Nortec is Microsoft Gold Certified Quad-Competency in Networking Infrastructure, Advanced Infrastructure, and Security, and won [National Managed VAR Partner of the Year in 2004](#). The solutions Nortec offers extend beyond Microsoft to Symantec, VMware and ShoreTel offering clients full service in these key infrastructure areas. Nortec's headquarters are in Falls Church, Virginia with additional offices in Chesterfield, Virginia, Philadelphia and Carnegie, Pennsylvania. For more information visit www.nortec.com or call 1-866-531-1990.

About ShoreTel, Inc.

ShoreTel, Inc., (NASDAQ: SHOR) is a leading provider of Pure IP Unified Communications solutions. ShoreTel enables companies of any size to seamlessly integrate all communications-voice, video, messaging and data -with their business processes. Independent of device or location, ShoreTel's distributed software architecture eliminates the traditional costs, complexity and reliability issues typically associated with other solutions. ShoreTel continues to deliver the highest levels of customer satisfaction, ease of use and manageability while driving down the overall total cost of ownership. ShoreTel is headquartered in Sunnyvale, California, and has regional offices in the United Kingdom, Sydney, Australia Hong Kong and Munich, Germany. For more information, visit www.shoretel.com or call 1-877-80SHORE.

###

All product and company names herein are trademarks of their respective owners.