




**TEOCO's Atul Jain Awarded "Entrepreneur of the Year" Honors by Virginia Minority Supplier Development Council**

Fairfax, Va., January 4, 2007 – TEOCO Corporation, a leading provider of revenue and cost management solutions to communications and entertainment providers, today announced that its founder and CEO, Atul Jain, was named one of the winners of the "Entrepreneur of The Year" award by the Virginia Minority Supplier Development Council (VMSDC).

The award is presented to a leader in a minority-owned business enterprise (MBE) who has built a successful business, demonstrated a commitment to community outreach, and has used his/her success to help other minority entrepreneurs develop their businesses. The award was presented during the VMSDC MIC Gold Star Awards Celebration in Richmond, Virginia, on December 5, 2006.

Jain founded TEOCO in 1994 to prove that a company could achieve financial success without compromising core values. The company has earned recognition as the premier provider of cost and revenue management solutions to the telecommunications industry and today serves over forty North American communications providers, including Qwest Communications (NYSE: Q), who supported TEOCO's VMSDC Entrepreneur of the Year nomination. TEOCO also runs Respond, an Internet-based directory service that connects consumers with service suppliers.



“The VMSDC has played a major role in supporting the growth of minority business enterprises, such as TEOCO, and we appreciate being recognized as a leading minority business in Virginia,” said Jain. “This achievement is a reflection of the support and dedication of many talented TEOCO employee-owners. This honor demonstrates that our commitment to a business centered on core values and Principled Entrepreneurship can thrive in the marketplace.”


### **About TEOCO**

Founded in 1994, TEOCO (The Employee Owned Company) is a leading provider of revenue and cost management solutions to communications and entertainment providers. Twice ranked in Inc. Magazine's List of 500 of the fastest growing privately held companies, TEOCO has two lines of business: Communications & Entertainment Solutions and Respond. TEOCO's Communications & Entertainment Solutions group combines the strength of their renowned BillTrak Pro™ software with in-depth auditing expertise to achieve unrivalled market penetration and industry leadership in the communications space. Respond is an Internet-based, pay-for-performance directory that enables local service professionals to attract new customers and to grow entrepreneurial businesses.

TEOCO is widely recognized for its commitment to Principled Entrepreneurship with a particular emphasis on its core values of alignment with employees, clients and community. See more at [www.teoco.com](http://www.teoco.com)

### **About The VMSDC**

The Virginia Minority Supplier Development Council is a membership organization of major corporations, financial institutions, government agencies, universities and Virginia-based companies. The mission of VMSDC is to promote



and facilitate the development of business relationships between its members and certified minority-owned enterprises. The goals are to expand business opportunities for minority-owned companies and to help build a stronger, more equitable society by supporting and promoting minority business development. The Council has 200 corporate members and approximately 375 certified minority businesses. The Virginia Minority Supplier Development Council is one of 39 affiliates of the National Minority Supplier Development Council.

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