



NETWORK DYNAMICS, INC.

**For Immediate Release**

## **Interlink Communication Systems & Network Dynamics Launch VAR Services Resale Program**

*New Program Creates Competitive Advantage for VARs  
While Generating Recurring Revenue Stream*

Clearwater, Florida, (November 30, 2009) — Interlink Communication Systems (ICS) – an internetworking focused specialty distribution company, and Network Dynamics, Inc. (NDI) a full product service and support lifecycle solution provider, announced today the official rollout of their new VAR Services Resale Program.

This program creates expanded growth opportunities for ICS resellers through delivery of end-to-end solutions – including services to their customer base locally, regionally, nationally and internationally.

“We call it the next generation model of distribution,” said Rick Lewis, Vice President of Business Development at Interlink Communication Systems. “Services delivery capability is key to providing a comprehensive, single-source solution, and Interlink VARs now have the opportunity to compete in larger bid opportunities that require nationwide services delivery that they may have missed in the past due to coverage.”

The program offers VARs two levels of participation.

With Level 1 participation the VAR provides and manages direct account control activities including contract negotiation. Collateral and bid support is provided by NDI via a single point of contact at Interlink. NDI maintains prime service position, executes the contract and is responsible for billing and accounts receivables. The VAR receives a percentage of each year’s adjusted contract revenue for annual contract maintenance opportunities such as 8x5xNBD, 8x5x4, RTF and Network Monitoring. For transaction-based services, the VAR also receives a percentage of the transaction revenue.

With Level 2 participation, the VAR provides qualified leads to Interlink’s services arm (NDI), and do not actually participating in the selling or closing of the opportunity. NDI maintains prime service position, executes the contract and is responsible for billing and accounts receivable. The VAR receives a percentage of each year’s adjusted contract revenue for annual contract maintenance opportunities – such as 8x5xNBD, 8x5x4, RTF and Network Monitoring. For transaction-based services such as T&M, Break-Fix, Installation, Project Management and Staging, the VAR also receives a percentage of the transaction revenue.



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“The VAR Services Resale Program is a natural fit for our business” said Interlink VAR, Mary Mulloy, President of the Abacus Group. “We engaged almost immediately upon being presented with the opportunity, and have already won the business of a major account due to our ability to provide nationwide services. In addition, the services revenue blended with our hardware margins, gives us a viable means of maintaining stable, recurring revenues that are critical for business growth.”

Resellers interested in receiving additional information about the VAR Services Resale Program should contact Interlink today toll free on 800-638-8481.

### **About Interlink Communication Systems**

Interlink Communication Systems, founded in 1990, is an internetworking, wireless and VoIP-focused specialty distribution company representing select manufacturers to an international network of Value Added Resellers, System Integrators and Network Service Providers. Interlink’s areas of expertise include IP telephony, wire-line, fiber optic and wireless Local Area and Wide Area Networking (LAN/WAN), and access aggregation and optimization. Interlink has been ranked among the Tampa Bay Technology Fast 50, INC. 500, and noted on the VAR Business 2006 List of Distributors to Watch. Visit Interlink at <http://www.interlinkweb.com> and <http://twitter.com/interlinkweb>.

### **About Network Dynamics, Inc.**

Network Dynamics, Inc. (<http://www.ndiwebsite.com>), a network technology and lifecycle solution provider, specializes in designing, implementing, maintaining and managing mission-critical networks for corporate enterprise clients, network equipment manufacturers, carriers and integrators throughout North America and most major international markets. NDI applies its expertise in routing and switching, wireless LAN, VPN security, and IP communications technologies to create cost-effective, single-source hardware and service solutions to meet its customers’ individual needs. With a state-of-the-art network assurance and staging lab along with the customer support center, a field staff of over 1,000 technicians and a network of over 100 depot and logistics centers, NDI offers its customers “Solutions for a World of Change.” For more information about NDI and its services, visit [www.ndiwebsite.com](http://www.ndiwebsite.com) and <http://twitter.com/ndiwebsite>.

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### **Contact:**

Ann Schaner – Interlink Communication Systems  
4400 140<sup>th</sup> Avenue N. Suite 250  
Clearwater, FL 33762  
800-638-8481  
[aschaner@interlinkweb.com](mailto:aschaner@interlinkweb.com)