



Telesphere: Putting the WOW in Telecommunications



Telesphere management team: (l to r) Jeff Savage, VP Sales, Todd Miszner, VP Finance, Clark Peterson, CEO, Dennis James, COO, and Sanjay Srinivasan, CTO. Photo by: sergio-art@cox.net

What do you get when you cross a telephone with a computer? You get Telesphere – an innovative provider of hosted telephone and internet access to business clients throughout the United States.

A relative newcomer to the local scene, Telesphere was founded in 2005 and established their corporate headquarters in downtown Scottsdale about nine months ago. Backed by an impressive investor group, the former CEO of Nextel among them, Telesphere draws its talent from the most respected names in the telecomm industry.

“Our management team averages fifteen plus years of direct experience,” comments Jeff Savage, vice president of sales. Despite the level of experience among its senior staff, Telesphere has developed a culture where innovation reigns supreme. “We are always looking for leadership and creative input. If someone has an idea or better way to accomplish a goal, we go with it regardless of their title.”

That inclusive culture is directly attributable to CEO Clark Petersen. “Clark brought the concept of team with him,” comments Savage. “We take a team-oriented approach to everything we do, and our CEO is everywhere we are – whether it’s brainstorming new strategy or cleaning up after a meeting.”

But according to Peterson, the most important asset that Telesphere can offer its growing client base is the gift of being nimble. “Technology is moving so fast that you have to grasp onto the newest developments when they happen. If you don’t you get left behind,” he said.

“Our core business is providing clients with the latest technological advances, which translates to a more efficient operation,” Peterson states. “Our number one goal is to “wow” the customer and provide an experience worthy of telling friends and clients about.”

For many businesspeople, “wow” and telecommunications don’t often go together. So how exactly does Telesphere do it? Clark Peterson explains, “We offer a turn-key solution of integrated voice, Internet and PBX technology. We establish a private voice over Internet network that allows any size business to choose features that are most beneficial to their operation and that allows them to be fully functioning from essentially anywhere.”

The technology has particular applicability to companies with multiple locations around the Valley, state, and country. “Geography becomes a non-issue with Telesphere. Our hosted network allows multi-location operations to interface seamlessly as if everyone were under one roof,” said Peterson. “The system provides

huge advantages with regard to internal communication, as well as presenting a unified approach to client interaction. And it’s very cost effective – our clients do not have to invest in on-premise equipment.”

Telesphere currently provides services to customers across 40 states, and that’s just the beginning. When asked about growth, Peterson anticipates that local staffing will grow to 100 within the next year. Beyond that, the sky’s the limit.

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Telesphere
800.MYSPHERE
www.telesphere.com



Businesses Team Up with the Chamber at September Tradeshow

Team spirit was alive and well at the Scottsdale Area Chamber’s annual Scottsdale Business Showcase held September 6 at Chaparral Suites Resort. Dressed in their favorite sports team apparel, close to 100 exhibitors entertained more than 700 attendees with games, trivia contests and door prizes. Even ASU’s official mascot – Sparky – stopped by to check things out and challenge Chamber K-9 (a.k.a. Dawn DuBry) to a mascot showdown. But don’t think this tradeshow was all fun and games. Scottsdale Business Showcase has a well-deserved reputation as the best B2B tradeshow in the Valley, generating legitimate leads and solid connections for exhibitors and attendees alike.

MARK YOUR CALENDAR NOW:
SBS 2008 set for September 4!