

First Point Inc. Named Strategic Sales Partner for Telco Television Corporation's IPTV Solutions

First Point Inc. to inform telcos about Telco Television's solutions for delivering television programming and interactive content.

Ruckersville, VA (PRWEB) May 17, 2006 -- First Point Inc. (<http://www.firstpointinc.com/>), a value-added reseller and global supplier of advanced voice and data communications products, announces their new partnership with Telco Television Corporation. This alliance names First Point as a strategic sales partner for Telco Television products to the telecommunications services industry.

Cable and telecom providers are competing to deliver the "triple-play" of video, voice and data to the marketplace. While technology has simplified the delivery of voice and data, video remains a difficult element for non-typical providers, like telephone companies, to supply. Telco Television has created the patented delivery method for providing subscriber-based television video through telecommunications architecture providing opportunities for telephone companies to deliver telecom and IPTV subscriber-based television, interactive entertainment and information content in their markets.

Telco Television offers IPTV solutions that encourage a variety of certified hardware and software solutions that do not limit the infrastructure that can be used subsequently allowing large and small telcos to choose the most cost-effective and efficient way to quickly implement and maximize their current infrastructures. First Point's solid reputation of delivering solutions to their customers made the partnership with Telco Television a natural fit. "I think the relationship between First Point and Telco Television is a marriage made in heaven," says Dennis McCahill, First Point's Southeast Sales Manager. "First Point knows 95% or more of Telco Television's potential customers in 40 + states. Our synergies will lend many opportunities to Telco Television and when a telephone company takes advantage of Telco Television's services, it will always be a win, win, win situation – a win for the telephone company and their customers, a win for Telco Television, and, naturally, a win for First Point Inc. Plus our portfolio of products is enhanced even further by having a complete line of "triple play" products (voice, data & video) that all the independent telcos need to compete in today's communication industry."

About First Point Inc.:

First Point Inc. is a leading value-added reseller of new and used telecommunications equipment and networking hardware. Based in Virginia, First Point serves telecom companies across the country providing equipment from Lucent, Nortel, Tellabs, Telco Systems, Valere Power, Vaonet and Telco TV, as well as many others. First Point can be found on the Web at: <http://www.firstpointinc.com/>.

About Telco Television Corporation:

Telco Television Corporation (TTC) is a Memphis, TN, based corporation providing television content and content services directly to multi-market metropolitan subscriber households as well as through flexible business partner models with telephone companies desiring to enter into the delivery of television over DSL and telecom infrastructures. TTC employs its U.S. Patented methodology for the delivery of telecom and IPTV solutions. TTC owns and operates its primary television downlink headend facility in Memphis and is deploying DSL television delivery to direct subscribers in and around Memphis, TN, and Shelby County. TTC has negotiated specific IPTV and MPEG delivery licensing rights with a majority of major television programmers and is additionally negotiating similar licensing for its national cooperative initiative. For more information, visit: <http://www.telcotv.tv/>.



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