

101 Telco Solutions Announces Strategic Minority Investment by ICBS

Allowing for further expansion within the communications industry

SANTA BARBARA, CA October 8, 2019 /PRNewswire/ -- 101 Telco Solutions, a leader in wireless communications infrastructure repairs and spares, engineering, distribution and technical services announced today that ICBS, an industry leader in core, fiber and data equipment repair services has acquired a minority stake in the company.

The investment provides 101 Telco with capital to reinvest in the business and with a strategic mentor and partner to significantly expand repair service offerings to both companies' customer base. Specific terms of the transaction were not disclosed but do include the relocation of 101 Telco's operations to a lab within ICBS 100,000 sf facility in Allen, Texas.

"The move to a larger facility, financial infusion and mentoring relationship we have developed with the ICBS team will allow us to respond to our customers demand for additional capabilities and higher throughput," said Mike Fogelsonger, 101 Telco Solutions President and CEO. "We will also have access to additional technicians, state of the art test platforms and warehouse space dedicated to forward and reverse logistics projects".

We are truly excited to have made this investment in 101 Telco, said Tom Lacey, President of ICBS. "Our clients have been asking us for wireless repair services for several years and this investment allows us to offer wireless, wireline, data, power and fiber equipment repairs under one roof to both companies' clients. Even better, there is virtually no overlap between our client lists".

Rod Trawick, Vice President of Sales and Marketing for ICBS said: "While both of our organizations are for profit, ICBS truly believes and supports 101 Telco's mission of hiring Veterans, helping Veterans and helping Veteran Families. We also know that supporting Service-Disabled Owned Businesses, such as 101 Telco is very important to our clients".

101 Telco and ICBS will be unveiling their new relationship at the Veterans in Business Annual National Conference in San Diego later this month. Please contact Mike Fogelsonger at mike.fogelsonger@101telco.com for more information.

About 101 Telco Solutions

101 Telco Solutions is a leading provider of expedient, cost effective wireless depot level test & repair services, along with distribution of new equipment and certified pre-owned products and related configuration and kitting services. Headquartered in Santa Barbara, California, 101 Telco has operational facilities in the Dallas, Texas area.

Founded in 2009, the company differentiates itself by providing exceptional customer service throughout all interactions with their clients via a US based customer service and technical assistance team. As a certified Service-Disabled Veteran Owned Business (SDVOB), and California DVBE (Disabled Veteran Business Enterprise), 101 Telco Solutions maintains a "Veterans First" hiring initiative to provide employment and training opportunities to those that have served our Country. The company also donates a percentage of annual profits to a variety of Veteran oriented charities and employees volunteer their time to help Veteran organizations as well. Please visit <http://101telco.com> for more information.

About ICBS

Founded in 1989 ICBS is a component level repair vendor specializing in out of warranty and manufacture discontinued products. ICBS has supported a variety of Telecom, Cable, Enterprise, Utilities, Healthcare, Railroad, Oil & Gas, Government and Cloud Networks. Located in Allen, Texas, ICBS operates a 100,000 sq. ft. State of the Art repair lab and has the capacity to double their footprint based upon customer demand.



ICBS is TL 9000-V R5.5/R6.0 and ISO9001:2015 certified, supporting over 50,000 SKU's covering major brands of Voice, Video, Data, Broadband, Switching, Power, Optical, Wireline and Testing equipment. The company prides itself on providing *fully functional testing* in a live network environment to meet or exceed OEM specifications. ICBS provides full reporting, product tracking, and network analytics through a custom Business Intelligence Software program. Please visit <https://www.icbsrepair.com> for more information.