



Media Contacts

Chris Muller
PAETEC Corporate Communications
(585) 340-8218
chris.muller@paetec.com

Michael McCullough
Edelman
(404) 832-6782
michael.mccullough@edelman.com

For Immediate Release: January 18, 2007

PAETEC CEO Co-Authors Book About Company

FAIRPORT, NY – PAETEC Communications, Inc., Chairman and Chief Executive Officer Arunas A. Chesonis announces the publication of “It Isn’t Just Business, It’s Personal: How PAETEC Thrived When All the Big Telecoms Couldn’t” (RIT Cary Graphics Arts Press, \$14.99).

Co-authored by business writer and novelist David Dorsey, the book shows that by following a handful of basic ethical principles, PAETEC has emerged as an example of how to succeed in the 21st century, not just in telecom, but any industry.

“One thing hasn’t changed since Day One,” says Chesonis. “We continue to value people before quick profit. The book is for business people who are looking for a new way to operate with a focus on the importance of personal connections among employees, customers, and suppliers.”

“It Isn’t Just Business, It’s Personal” describes how a small, upstate New York telecommunications company succeeded when most of its competitors were struggling. With a focus on building loyal personal relationships, PAETEC achieved a #2 ranking in the 2003 Deloitte Technology Fast 500, a list of the fastest-growing technology companies in North America, based on average percentage revenue growth over five years.

Chesonis describes how PAETEC’s core principles of Caring Culture, Open Communication, Unmatched Service, and Personalized Solutions have driven the

company's success in ways any company can learn to adopt. He invites his people to tell, in their own words, how they've worked by these principles, and, as a result, the book is filled with quirky, colorful, and emotionally powerful accounts of how caring relationships, based on friendship, honesty, and humility, have strengthened the loyalty of PAETEC employees and customers.

"That balance between being part of the human race and serving and working with people, while at the same time maintaining loyalty to their own individuality so that originality and uniqueness can come to the fore, is a formula for success. It is the formula for PAETEC's success," said RIT President Albert Simone, who wrote the book's foreward.

Arunas A. Chesonis serves as Chairman of the Board and Chief Executive Officer of PAETEC Corp., and is responsible for the vision, leadership, and direction of the company.

Mr. Chesonis began his career at Rochester Telephone Corporation. He went on to serve as President, Chief Operating Officer, and Director of ACC Corp., the parent company for all ACC-owned operations in the United States, Canada, Germany, and the United Kingdom, from 1994 until 1998.

He holds a B.S. in Civil Engineering from Massachusetts Institute of Technology, an MBA from the William E. Simon Graduate School of Business at the University of Rochester, and an Honorary Doctorate of Laws from the University of Rochester.

David Dorsey is the author of "The Force," which was selected as one of the ten best business books of the 1994 by *BusinessWeek*. He is also author of "The Cost of Living," a novel. He has contributed to magazines such as *Fast Company*, *Worth, Inc.*, and *Esquire*.

Availability

"It Isn't Just Business, It's Personal" is available through:

- RIT Cary Graphic Arts Press
(http://wally.rit.edu/cary/CP_publications/CP_PAETEC.html or 585-475-6766)

- www.amazon.com

About PAETEC

PAETEC Communications, Inc., is an innovative supplier of communications solutions to medium and large businesses and institutions. With the belief that every customer has unique needs, PAETEC offers personalized solutions that include a comprehensive suite of Voice over Internet Protocol (VoIP) services delivered over our Private-IP MPLS network. With more than 1,100,000 access line equivalents in service, PAETEC serves approximately 19,100 core business customers across the U.S. by offering a full line of telecommunications and Internet services, enterprise communications management software, security solutions, and managed services. The company was the recipient of the 2005 American Business Ethics Award for a mid-size company, presented by the Society of Financial Services Professionals. PAETEC is headquartered in Fairport, N.Y. More information about the company can be found by visiting www.paetec.com.