

Concerto Networks' Adds Franchise Relations Expert To Board Of Advisors

SAN DIEGO, California – (November 11, 2003) - Concerto Networks™, an emerging provider of professional, corporate style Information Technology (IT) services for small and medium sized businesses, has appointed Mr. Don Higginson to its Board of Advisors.

“As franchising continues to diversify, innovative opportunities like Concerto Networks' are certain to develop. I am excited by what Concerto will bring to the franchise community and I look forward to assisting them with their development,” commented Higginson.

Higginson is the Senior Vice President of Franchise Relations at Mail Boxes Etc. (MBE), a UPS company. He joined MBE in 1982 and held several senior positions, in which he successfully contributed to MBE's growth to over 4,000 franchises worldwide. His managerial roles included: Corporate Counsel, Senior Franchise Counsel and Executive Director of Franchise Relations. Mr. Higginson was promoted to Vice President of Franchise Relations in November 1997 and to Senior Vice President in June 1999.

“Don is one of the most knowledgeable and experienced people in the franchise industry. He brings over 20 years of practical, hands-on experience to our team. His knowledge of franchise law and franchise relations will help ensure that Concerto Networks is well positioned to serve our clients' growing and changing needs. This will enhance our ability to provide our franchisees with continued exceptional value and service. We are excited that we will be able to tap into Don's well of experience in managing a company through all stages of growth. Concerto Networks is extremely happy to have Don on its Board of Advisors,” stated Ray Hivoral, Concerto's Founder and CEO.

Higginson was elected to the Poway (San Diego County) City Council in 1986, and was elected mayor in 1992. He currently serves on the Poway City Council. He holds a bachelor's degree in political science from Brigham Young University and earned a Juris Doctorate degree from Thomas Jefferson School of Law in San Diego. Higginson also serves on the franchise relations committee of the International Franchise Association (IFA).

Concerto Networks' nationwide franchise system provides businesses with outsourced computer, network, and communications products and services. The franchises are independently owned and operated by experienced, mobile IT professionals who are committed to serving the needs of small and medium sized businesses through *Consistent Quality Service™*. The Company's management team consists of some of the most experienced professionals in the franchise and technology industries.

For more information, please visit <http://www.concertonetworks.com> or call Concerto Networks at 1.866.ITCONCERTO.

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