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FOR IMMEDIATE RELEASE

January 24, 2017

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Two Central Coast Tech Leaders Join Forces to Transform Business Technology
Digital West Acquires Norcast Telecom Networks

San Luis Obispo, CA – Two San Luis Obispo tech companies are transforming the way businesses engage technology. [Digital West Networks, Inc.](#) announced today that it has acquired [Norcast Telecom Networks](#), the Central Coast’s premier data and telecom provider. Teams from both companies will be fully retained, and the newly united company will continue under the Digital West name. Jeff Buckingham, current President of Norcast, will join Digital West as President and Chief Client Officer.

The blending of Digital West and Norcast into one company creates the single largest business infrastructure provider in the Central Coast region, with approximately 60 employees and more than 2,500 customers. “We want to impact the way companies ‘do business’ by providing the same caliber of digital technologies that the largest companies use, making them accessible for any sized business. Our goal is to make that transformation as simple and seamless as possible through high-touch customer service,” said Tim Williams, Digital West CEO/Founder. “Providing core technology and telephony services in one place, from one trusted provider gives our customers and our region an edge. One of the many benefits of this partnership is that businesses can expect a community-minded, customer-oriented approach they’d never receive from the telecom and cable giants. That’s one of the top reasons we chose to join forces with Norcast,” said Williams.

Digital West is a leader in fiber optic connectivity, colocation, digital business applications, and cloud services. The newly integrated company will deliver a growing array of world-class cloud services, advanced technologies and telecom services that will keep area businesses competitive, both regionally and globally. The company has announced it will increase its *minimum* fiber optic speed to 100/100 Mbps, making it the fastest symmetrical speed available to businesses. The merger will also provide businesses the opportunity to be completely “on net,” giving them a much higher quality network experience than if they were working with multiple providers.

Norcast, known for its exceptional customer service, provides voice and data services to businesses throughout the Central Coast. “Our two companies have worked closely for more than 10 years, in fact we work with many of the same customers,” said Michael Gayaldo, CEO of Norcast. “It was a natural evolution for us to come together.” The two organizations also share many common values, including a commitment to innovation, fostering win-win relationships, and extensive community involvement.

Founded in 1999, Digital West is based in San Luis Obispo and serves customers across the U.S. and abroad, including medium-to-large enterprise clients with custom infrastructure needs, small businesses and commercial Internet carriers. In addition to its primary data center in San Luis Obispo, the company also has points of presence in New York, Los Angeles, San Jose, Australia and Switzerland.

“I am proud to be moving my investment in the telecommunications future of the Central Coast to Digital West as we come together,” said Jeff Buckingham, Digital West President. “It has been the joy of my life to work with our business community to grow and succeed with new technology, and I look forward to the fun and the challenges in the years to come.”

Digital West’s Tim Williams will remain as CEO/Founder, Michael Boyer will continue to serve as Chief Operating Officer, and Sandy Davis will remain Chief Financial Officer.

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About Digital West

Digital West delivers fiber optic connectivity, colocation, cloud services, digital business applications and telephony to businesses that demand high quality products and outstanding reliability. Based in San Luis Obispo, California, Digital West serves commercial clients, including carriers, small businesses, and medium-to-large enterprise clients with custom infrastructure needs. www.digitalwest.com