



West Corporation Announces Purchase of InPulse Response Group

OMAHA, Neb., Oct 02, 2006 /PRNewswire-FirstCall via COMTEX News Network/ -- West Corporation (Nasdaq: WSTC), a leading provider of outsourced communication solutions, announced today that it has acquired InPulse Response Group, Inc. InPulse will operate as part of West's Communications Services segment.

The total cost before transaction expense and working capital adjustments is approximately \$44.5 million and was funded with a combination of cash on hand and West's existing bank credit facility. InPulse had revenues of \$37.8 million in 2005. West expects the transaction to have no impact on 2006 earnings per share and to be slightly accretive to net income in 2007.

InPulse is a leading provider of outsourced sales solutions to direct response marketers. Clients entrust InPulse with their most critical task -- generating sales. These sales are generated from inbound calls from consumers responding to direct response advertising. InPulse is a leader in pay-per-performance marketing, and receives a commission for most of the sales it makes.

"This acquisition reflects our commitment to better serve the Direct Response market by blending InPulse's strength in the soft offer market and West's strengths in the hard offer and IVR markets," stated Thomas B. Barker, Chief Executive Officer of West Corporation.

About West Corporation

West Corporation is a leading provider of outsourced communication solutions to many of the world's largest companies, organizations and government agencies. West helps its clients communicate effectively, maximize the value of their customer relationships and drive greater profitability from every interaction. The company's integrated suite of customized solutions includes customer acquisition, customer care, automated voice services, emergency communications, conferencing and accounts receivable management services.

Founded in 1986 and headquartered in Omaha, Nebraska, West has a team of 28,000 employees based in North America, Europe and Asia. For more information, please visit <http://www.west.com>.

This press release contains forward-looking statements within the meaning of the federal securities laws relating to West Corporation. West intends these forward-looking statements to be covered by the safe harbor provisions of the federal securities laws. Forward-looking statements can be identified by the use of words such as "may," "should," "expects," "plans," "anticipates," "believes," "estimates," "predicts," "intends," "continue" or similar terminology. In particular, the expected growth, expected market share, expected cost savings, any projections or estimates regarding West's future revenues, operating margins, expenses, net income, cash flows, capital expenditures, effective tax rates and client behavior, as well as the assumptions underlying or relating to such expectations, are forward-looking statements. These statements reflect only West's current expectations and are not guarantees of future performance or results. These statements involve risks, uncertainties and assumptions that could cause actual results or performance to differ materially from those contained in the forward-looking statements. These risks, uncertainties and assumptions include general economic conditions, integration and results of the InPulse transaction, West's ability to integrate or achieve the objectives of recent and future acquisitions, West's ability to complete future acquisitions, West's highly competitive industries, the extensive regulatory environment, West's ability to recover on its charged-off consumer receivables, the capacity utilization of West's contact centers, the cost and reliability of voice and data services, availability of key personnel and employees, the cost of labor and turnover rates, the political, economic and other conditions in countries where West operates, the loss of any key clients, West's ability to purchase charged-off receivable portfolios on acceptable terms and in sufficient amounts, the nature of West's forward flow contracts, the non-exclusive nature of West's client contracts and the absence of any revenue commitments, the possibility of an emergency interruption to West's data and contact centers, acts of terrorism or war, security or privacy breaches of West's systems and databases, West's ability to protect proprietary information or technology, West's ability to continue to keep pace with technological developments, the cost of pending and future litigation and other risks described in documents filed by the company with the United States Securities and Exchange Commission including West's annual report on Form 10-K for the year ended December 31, 2004 and subsequently filed quarterly reports on Form 10-Q and the proxy statement related to West's proposed recapitalization dated September 18, 2006. These forward-looking statements speak only as of the date on which the statements were made. West undertakes no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise.

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