

Tech-Talk

Newsletter from Unitel Inc.

www.unitelinc.com

2011

2400 W. Leonard St.
Appleton, WI 54914
920-739-1288



1025 Clark St. Suite A
Stevens Point, WI 54481
715-344-1962

Toll Free: 800-359-7833

UNITEL VALUES YOUR OPINION:

We would appreciate your input to help improve our offerings and quality of service. Please send your opinions or ideas by clicking on the following link. Thank you!

customerservice@unitelinc.com.

TOSHIBA

Leading Innovation >>>



Our New System Launch:



IPedge BUSINESS COMMUNICATION SYSTEM

Unitel and Toshiba are happy to introduce the new **IPedge!** The IPedge is an advanced VoIP telephone system. It is designed for the true small to medium size business customer looking for a cost effective, feature-rich system. The IPedge allows customers to install a pure Voice over IP solution. In addition, they can still take advantage of the capabilities of their existing digital telephone infrastructure.

Unitel and Toshiba are happy to introduce the *IPedge*.

The IPedge utilizes GREEN technology as it allows you to save \$\$\$ by using the majority or even all of your existing telephone system! What is greener than saving money? How about not having to remove or replace your entire telephone system and still gain the benefits of an advanced VoIP system?

The IPedge has many benefits in addition to raid and redundant power supplies. Best of all, it works with any of the newer network switches. Call us today to see if the IPedge is the right fit for you!



SAVINGS



LET'S TAKE A LOOK AT REDUCING THE COSTS OF YOUR ONGOING EXPENSES

Unitel has helped many customers upgrade or obtain a new telephone system by reducing their ongoing expenses.

Many years ago the best way to save money was to look at telephone line costs and line usage. You could then negotiate a savings. Well, the cost of telephone lines has reduced drastically over the years and the savings, as you can expect, have also went down.



To acquire the biggest savings for our customers we have discovered the need to reduce or remove the requirement for any hosted webinar suppliers/video applications. These suppliers charge a monthly fee, per seat fee, and per minute fee. Our new IPedge system has a built-in web collaboration application that works on a one-time fee. Therefore, the more you use it, the more you save!

Additional savings include:

- ❖ Reducing long distance & the need for multiple voicemail systems by using VoIP connectivity to connect multiple locations

- ❖ Removing the need to pay for seat licenses every year by taking advantage of Toshiba's one-time fee for applications.

** Unitel would be more than willing to survey your usage and needs to uncover the savings we can provide for you.*

LOOKING FOR AN INEXPENSIVE WAY TO IMPROVE YOUR COMMUNICATION AND SAVE MONEY FOR YOUR COMPANY?

Motorola Two-Way Radios may be your answer.

Motorola Two-Way Radios



**Push a button... Talk to workers...
Get things done!**

Motorola Two-Way Radios are...

- Compact and simple to use
- Link workers as a team
- Help teammates quickly share information
- Insure that managers are instantly accessible
- Provide better productivity, customer service, safety & security
- Have no monthly fees

Ideal for Schools, Health Care, Property Management, Industrial and Retail.

- Our radios are compatible with your existing units.
- More durable and private than consumer walkie-talkies

Ask about our free trials



Dollars & Sense

Many businesses have put off purchasing equipment over the last few years. They are now at point where upgrading the infrastructure in the business has moved from a want to a drastic need. This lack of upgrading has been amplified by a loss of revenue caused by the slowing economy.

Owners in many of these businesses are looking for creative ways to get the necessary equipment and upgrades without impacting the limited bottom line. Some have looked at bank loans, leasing programs, and have tested hosted services with little satisfaction.

Unitel & Toshiba have designed a program to help businesses purchase new equipment and still see savings!

Unitel Proposes:

Toshiba Value + Program

- The Toshiba Value + Program allows businesses to get the newest technology at a low monthly rental payment. Included are: software upgrades; parts and labor coverage; and free yearly user training.



- Some businesses will look at the Value + Program with skepticism. They fear that with hosted solutions and rentals they will be left with nothing at the end of the contract or worse a lifetime of rental fees.



- This is where the Toshiba Value + Program shines! At the end of the contract, the customer can buy the equipment for 15%, upgrade, and move into a new low cost lease. They also have the option to continue with the Value + program and reduce their monthly fee by more than 60%!
- This program allows the business to set a budget, negotiate the best line service rates, and limit or reduce capital expenses. They will have a known reduced budget number at the end of the term.



**TOSHIBA
VALUE PLUS**

NEW Wisconsin Telecom Regulations



Wisconsin revamped the
“Voice Service Regulations”
Please note:

- ❑ Providers will be able to pay lower rates to connect to each other's networks and they will reduce the oversight the state Public Service Commission has over wire line voice service.
- ❑ The law addresses the wire line industry's trend of consumers going completely wire-less for their voice service. Consumers are defecting to a cable operator's triple play service package.
- ❑ A consumer advocacy group, Citizens Utility Board, is concerned about the new regulations because they eliminate the Public Service Commission's authority to regulate rates. This could hamper consumers that live in rural areas where wireless coverage and wire line broadband services aren't as widely available as they are in more urban areas.
- ❑ Charlie Higley, the executive director of the Citizens Utility Board states, "We're very worried that customers who have no choice in landline service will see either very high rates for that service or see that service disappear."



**Unitel is Pleased to Announce
the Addition of One New Employee
to our Company:**



John Zacharkiw recently joined Unitel as a VoIP Technician. John has 15 years experience in the Information Technology field supporting small and medium size businesses. His knowledge of customer needs and phone systems combined, allow him to exceed your expectations for service. As an Appleton area resident, John is an active participant in community events throughout the Fox Valley.



For more information regarding the articles presented in this Newsletter or to speak with a Sales Representative please contact us today at
800 - 359 - 7833
or
customerservice@unitelinc.com