

## **TELEPHONE SYSTEMS CONSULTANTS, INC.**



Barry Cryer  
President

### **SOME OF OUR CUSTOMERS THINK WE ONLY DO PHONES, WELL THINK AGAIN**

#### *TSC Becomes A Full Service Provider Through Strategic Partnerships*

CARBONDALE, CO — October 30, 2008 — Have you ever conducted business with a company hoping they could meet all of your needs on a project and after further investigation found out they couldn't? Well, you're not alone if you've had this experience. Finding a one-stop-shop that provides solutions for all of your needs is extremely difficult in today's business environment and the same situation exists in the telecommunications industry.

Does McDonald's make you go somewhere else for fries to go along with the burger you just purchased? The answer is no, because they want to keep you as a customer. Companies that provide you with a soup to nuts solution can be very valuable to your overall success, potentially saving you enormous amounts of time and money. Most telecommunications companies today only have the knowledge and capability to provide you with telephones. If you're in the market for additional telecommunications services such as teleconferencing or long distance service you will probably have to go somewhere else. However, there are industry leaders that are emerging such as TSC who possess end-to-end solutions.

Companies like TSC separate themselves from their competition by strategically partnering with other experts in the field of telecommunications. Through their membership with Technology Assurance Group (TAG), a national organization of leading

telecommunications companies, TSC has the benefit of partnering with organizations at the forefront of the industry. A few of these companies include: Carrier Support Group, American Broadband Services, Confertel, and IPx Connect.

Strong partnerships with each of these respective companies, enables TSC to provide additional telecommunications solutions to its customers, thus becoming a one-stop-shop. Some of these essential business solutions include:

- Dial tone & Long Distance Service
- Broadband
- Teleconferencing
- Videoconferencing & Online Meetings

"Our customers have greatly benefited from the partnerships we have created. Due to our unique relationship with companies like Carrier Support Group and IPx Connect we have the ability to purchase their solutions at wholesale prices, allowing us to pass along significant cost savings to our customers," said Barry Cryer, President of TSC. For example, David Glendenning, president of Carrier Support Group stated, "In most cases we can save TSC's customers anywhere from 30% to 60% on their dial tone and long distance service. Our valuable partnership creates a win-win for everyone involved, most importantly the customer."

Based on the number of services a customer may purchase, the cost savings may be so great that they can actually justify the cost of a new phone system. In many instances the monthly savings offset the monthly cost of adding or upgrading a new voice and data system. "Not only are we now our customers' total solution for their telecommunication needs, we can do it in a way that's monetarily advantageous to them. Our customers are happy because they don't have to deal with multiple vendors, which gives us a significant edge in the marketplace," said Mr. Cryer.

#### **ABOUT TELEPHONE SYSTEMS CONSULTANTS, INC.**

Founded in 1992, Telephone System Consultants, Inc. is committed to establishing and maintaining a dynamic partnership with every customer. Extensive technology and service experience allows the TSC team to develop an understanding of each customer's unique telecommunications requirements, and to respond to those requirements quickly and effectively.

TSC's local dispatch center delivers round-the-clock service to ensure system reliability. TSC also offers comprehensive service 24 hours a day, 7 days a week and emergency service guaranteed within 4 hours.