

TECH - TALK

An exciting newsletter from **UNITEL**

www.unitelinc.com

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A Cordless That Works?

EnGenius Technologies

Unitel has entered into an agreement with EnGenius of Costa Mesa, CA to market the new EnGenius Cordless Phone and two-way radio system.

The EnGenius phone provides 4 times the range of a typical 2.4GHz phone, at a very competitive cost. Using an analog port, the EnGenius integrates with your existing system that Unitel installed!

Unitel offers free on-site demos, so if you're interested in looking at a high-powered cordless, 2-way radio, call your sales representative to schedule an appointment. 1-800-359-7833. www.engeniustech.com

NEW PRODUCT WATCH



Unitel is involved in yet another agreement that will broaden its product base. Beginning in July, the company will begin selling the ESI product line. You all might be wondering, who the heck is ESI? ESI is a manufacturer of digital phone systems. The company was founded in 1987 and is based in Plano, Texas. ESI designs and builds innovative telecommunications products for businesses like yours. Because of their powerful

combination of value and features, industry publications and leaders consistently recognize ESI products. In fact, ESI also creates telecommunications products for major companies to market under their well-known brand names. ESI only sells its products through its *authorized* dealers (UNITEL), much the same as Panasonic and Toshiba. Some of the features that are built in include:

- 6 port voice mail, standard
- Advanced Automated Attendant
- Live call recording and screening
- Verbal Help at the touch of a key
- Expandability

If you wish to gain more information on this cost effective product contact your sales representative or visit their website at www.esi-estech.com

News from SAN DEIGO

By Jim Anderson

In late May, the owners of Unitel attended a conference in San Diego, CA provided by TAG (Technology Assurance Group). The extensive meetings proved to be very informative. Concerns about the economy are creating owners of companies, like yours, to take a look at what they're spending money on. Communications expenses are usually in the top three expenses that a company incurs. What Unitel can do, through TAG, is

offer certain services that may or may not save your company money in the future. Simply by exploring these options, Unitel can offer local/long distance rates, which are provided by 13 different carriers. We merely submit your bill to an account representative at TAG and they in return send back a breakdown of who can offer your company the best rates. We have no contractual agreement with any long distance provider. We don't care who you pick! Either way you save MONEY!

Broadband services such as DSL is in the immediate future.

New Edge
Networks

(www.newedge-networks.com)



is taking broadband DSL service to small and medium sized markets nationwide. You might be thinking, DSL is **too expensive** for my company. Well, most internet users are currently paying for dial-up access and a separate "internet" phone line, which is about \$40/month for slow, dial-up access. With DSL you can eliminate the additional phone line (cost savings: \$25-30/month) and you get much faster access. For more info on this subject contact Dave Jensen at 1-800-359-7833.

WEBSITE FYI

The website will be up any time after JUNE 15, 2001.