

TECH - TALK

An exciting newsletter from Unitel

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March 2001

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Why a Newsletter?

Unitel believes that our customers are our top priority. A newsletter allows us to keep you informed on the latest activities in the telecommunication industry. The newsletter will also keep you up-to-date on upcoming announcements or special events we have planned. Unitel also plans on printing articles on telecomm trends, local news or new products. We hope the newsletter is interesting and from all of us at Unitel, we thank you for your business.

Who's New at Unitel

David Jensen

Unitel most recently hired David Jensen as a Sales Representative in January of 2001. Dave is fresh out of college, earning his bachelors in Marketing and Finance from UW-Oshkosh. He will be covering the area south of Appleton. Dave is new to the telecommunications field and hopes to gain valuable knowledge while at Unitel.

Shelly Scherer

Another new addition to the Unitel staff is Shelly Scherer who was hired in November. Shelly is working in Sales and covering the area north of Appleton. Shelley has worked in customer service her entire career, and brings

high energy and a "customer first" attitude to the sales position. While she's new to sales, and the telecommunications industry she understands it's still a "people business".

Unitel

Authorized Dealer

What does this mean?

By: **Fred Stoeger**

Unitel is an authorized dealer for Toshiba, and Panasonic

TOSHIBA
Telecommunication
Systems Division

DBS (digital business systems). Being an Authorized Dealer means you must meet specific requirements for financial, business reputation, technical certifications and inventory obligations.

Thus, a company must show

DBS

Digital Business System

a history of good financial status, have a reputation that enhances the manufacturers product, employ and commit to an ongoing training of its technical staff to install products and consign to have an inventory for disaster relief.

By purchasing products from low-end dealers, customers expose themselves to a company that, for any reason,

can discontinue its product line since they have little financial investment. By not having multiple factory-certified technicians, a company may rely on "good ol' Joe" the one technician who learned the product, and if disaster should happen, hearing "we will get that part in 48 hours" means lost business. If a company is not an authorized dealer, you can typically count on a deal, a deal you cannot afford!

Customer FYI

Unitel

Member of the:



In July of 2000, Unitel became a proud member of the Better Business Bureau. As a member of the program, Unitel offers you, the customer, an added advantage. That advantage is simply the knowledge that a company like Unitel is affiliated with an organization that stands for ethical and honest business practices.

Attention!!!!

Thursday March 29, 2001

Raddison Inn, Green Bay

9:00-11:30 A.M.

Strata CS Seminar with April Miller from Toshiba

****Call Dave or Shelley at 800-359-7833 with questions.**