



Jason Cowles, regional vice president of Amtec Communications

**SOME OF OUR CUSTOMERS THINK WE ONLY DO PHONES,
WE'LL THINK AGAIN**

Amtec Communications Becomes A Full Service Provider Through Strategic Partnerships

By Brian Suerth

LAS VEGAS — May 28, 2003 — 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 Amtec Communications who possess end-to-end solutions.

Companies like Amtec Communications 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, Amtec Communications 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 Amtec Communications 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 . For example, David Glendenning, president of Carrier Support Group stated, "In most cases we can save Amtec'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 maybe 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. Cowles.

About Amtec Communications

With offices in Las Vegas and San Bernardino, Amtec Communications has been providing businesses with solutions to their communications needs since 1982. Amtec's products incorporate a complete line of business communications systems remarkably engineered to meet the needs of today's fast paced business world. Whether your business needs a telephone system, a voice mail, auto attendant, or IVR system, long distance services or if your business is in search of a reputable company to maintain your existing equipment, our experienced and professionally trained personnel will respond to your needs fast, efficiently, and effectively. For more information on Amtec Communications, call (702) 938-8000 or visit www.amteccommunications.com