



DataTel Times

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“Opportunity is missed by most people because it is dressed in overalls and looks like work.”

Thomas Edison



You should visit our website - and your mother. Scan the QR code to zip to DataTel's website.

We won't make you feel guilty if you don't stay for dinner.

IN THIS THIRD THRILLING ISSUE...

Meet Jim Pace – Sales Engineer. Big brain, cool head, kind heart, nice goatee.

Alliteration Maker and **IT Manager Marshall Major of Moffat Thomas** – speaks of the strength of long-term relationships.

THE DataTel Deal

Planning for Growth (this is the fun stuff!)

Things are picking-up here in the Treasure Valley and beyond so prudent business folks need to think in terms of growth plans and the tools available to facilitate that growth seamlessly – **This is where DataTel shines.** Our relationships are long-term. We never push a product or service for its own sake – it must attend to our customer's requirements and unique business model.

“Consulting” comes from the Latin, meaning “to discuss” not “please buy my stuff.” Phone systems and carrier programs do so much more than simply taking and making calls. The emerging technologies are amazing but daunting as well. DataTel offers a zero-pressure, zero-cost, zero-expectation process where we will come to you or you can swing by our office to discuss any and all of your growth plans. We will provide our best council on how to wisely create a supporting and flexible infrastructure that fits exactly what your business model dictates. No more. No less. We're like a helpful neighbor who actually knows what he's talking about.

Call us. We're nice.

Moffatt Thomas

MOFFATT THOMAS BARRETT ROCK & FIELDS, CHTD.

Clients and Friends

Marshall Major is the IT Manager of Moffatt Thomas one of the oldest, largest, and most respected law firms in Idaho with offices in Boise, Pocatello and Idaho Falls. **“If it plugs into the wall, it is my responsibility.”** Obviously, this means Marshall must possess a wide range of technology skills and knowledge sets – and at the level that would cause most mortals blinding headaches.



“I wear many hats and manage many things but there comes the point of complexity in large systems when I must reach out to be effective and efficient.” This truth became evident when a competitor's system in Idaho Falls was over-sold and underperformed – especially on the service side. Datatel is unmatched in providing the attention any issue may require...and placing the right solution to begin with.

“Technology in a multi-office professional environment is a long-term investment. It is important that we have a stable and committed partner that allows us to be agile and take care of our clients.” For nearly four decades, Moffatt Thomas' communication partner has been DataTel. We *always* take care of the person who takes care of the things that plug into the wall.

Marshall is at 208-345-2000

Does Your Know-
it-All Cousin



know *this?*

"Ahoy" was the original telephone greeting. This was NOT one of A.G. Bell's best ideas. It was Thomas Edison who suggested saying "Hello" instead.

Ahoy,
Operator?



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We're on the Web

(But so are you)

www.datatelco.com

Know your DataTel(er)

Jim Pace is our Sales Engineer – a job that requires maximum use of both hemispheres of the brain. Jim must manage an increasing flood of products and process information and then be able to relate this to the most simple of users – or, what we here at DataTel call 'marketing'. Because phone and communication platforms are so expansive and integration so potentially complex, Jim's abilities technically and his skills as a communicator are invaluable. He, his wife Trish – who loves genealogy and their two kids are a very



musical family. Jim also likes woodworking and golf, which would be evident to anyone who has seen him hack out of the rough like an over-caffeinated lumberjack. Mr. Pace also brings a calming presence into stressful moments. Any company would be thrilled to have a person the caliber of Jim Pace on their staff. But he's ours.

Sorry - You'll have to find your own.

Thank you – very much

We are ever so grateful to our new customers and those who have expanded their existing programs with DataTel. We are on track for our **best first quarter in our fifty years of being in business.**



This is exciting news for everyone here and especially those who collect quarters.

Buy 3 world class Mitel Phones for the price of 2 !!!

You can save over 33% on the cost of Mitel phones and upgrade your phone platform for the next 20 years if you have one of the following older phone systems: **Avaya, Inter-tel Axxess, NEC, Nortel, Siemens, Toshiba, Alcatel, Cisco Call Manager, Comdial, Iwatsu** (gesundheit) and **ShoreTel.**



Mitel Corporation is offering their elite dealers (that's us) this program to extend to our customers (that's you). There is a minimum of 15 phones that need to be replaced, but there are still savings to be had all the way down to five phones. This Mitel offer ends April 30th.

The Mighty Mitel 5360

And...Don't forget about our referral program where you or the charity of your choice will benefit by simply sharing the good news about the good people at DataTel (call for the happy details). We greatly value your business and we want to reward your loyalty and help in expanding our base of Raving Fans.

It's Springtime! All things are new, in bloom and possibilities abound! Call us anytime with feedback or questions. Have a wonderful March.

