



DataTel Times

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"I have kleptomania but when it gets bad I take something for it"

Thomas Hobbes



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www.datatelco.com

IN THIS COLLECTORS ISSUE...

Meet Paul Bermingham – Raised by Mule Deer in central Montana, Paul moved on to Carrier Service Greatness.

Charles Everett – VP of Operations at AmeriTel has a room, a view (to share) and a hot breakfast.



A Nation asks - "So what do you guys actually do?"

Business Phones – The perfect fit. All levels of function/features, mobility, integration and networking. **"If you talk into it and it talks back, we do it."**

Phone and Internet (Carrier) Service – IT'S FREE we continuously implement, oversee, simplify, monitor and "comparative shop" all of your phone and internet contracts to assure your best pricing. We execute your service orders. **"We deal with the Phone and Internet companies so you don't have to."**

Cell Phone Services – IT'S FREE we facilitate bundled programs and discounts with most major providers.

Hosted/Cloud Communications – flexible communications tools to "rent".

VMware – A professional phone system without the hardware – the new wave of communications.

Business Platforms – Recording and Analytics, Scheduler/reminder programs and dialers, Web-based conferencing and collaboration, Contact Center Tools and Turn-Key programs.

Advanced programs for sensitive applications - DR (Disaster Recovery) 100% system redundancy, office space and re-routed calls in the event of a fire or flood in your space – point-to-point, data, networking and audits.

Clients and Friends



Charles Everett is the VP of Operations at AmeriTel Inns which has 14 branded properties across the Northwest.

"As you can imagine, we have a myriad of configurations for internet and phone service that incorporates T1, voice, data and copper. Paul (Bermingham) has saved our company many thousands of dollars over the years and is always on the look for new and innovative ways to help and make our networks more efficient and well as more cost effective. I recommend DataTel and Paul for any company..."

As you will see in this newsletter, Paul and his associates do this great work **at no cost**. It is part of the overall amazing service that DataTel provides at every level.

(Charles Everett is at: 208-375-2323)

Does Your Know- it-All Cousin know *this*?



Alexander Graham Bell (above) rival was Elisha Gray. Both raced off to the patent office on the same day with the same basic device that came to be the known as the telephone. Bell beat Gray by two hours.



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We're on the Web
(don't tell the
boss)

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Speaking of Paul, it's Know your DataTel(er) time!

Paul Bermingham has been with Datatel since 2005 which makes him almost the “new guy”. Paul has been in the communications industry for over 20 years prior to that and was paid for most of those years, much to the delight of his lovely wife Lorie and his children Beth and Brian. When asked about what he likes most about his work at DataTel, Paul pointed to the coffee maker. He went on to say (seriously) that working with customers to find the best program is very gratifying. Paul gets to be the hero almost every day and one of his superpowers is the ability keep up with the countless programs and promotions that competing services offer to end-users. “I’ve been doing this for a while and I really appreciate the trust my customers give me to look after their best financial interests.” Paul is a wonderful fellow and sets the tone with his consistency and sneaky humor. Now go get some coffee, man!



Help US help YOU!

An obscenely under-utilized resource here at DataTel is our carrier team. Our people save folks like you hundreds if not thousands of dollars...and the service is free! It's even better than that – we'll take on all the phone and internet company headaches.



Here's the secret – the phone companies like interfacing with people who ‘talk’ the lingo and can (potentially) direct customers their way. We do recommend carriers but **only** if the program is right for your needs. We are **your** advocate. We babysit your account so “auto-renews” do not fall through the cracks, present the best deals, comparative shop and are your single point of contact for any phone or internet issue.

Why you should use DataTel for your agent/advocate for Phone and Internet

- ✓ We know the questions to ask to get promotions.
- ✓ We know the lay of the land – not all areas accommodate all programs.
- ✓ We know about the latest programs and technology.
- ✓ We give you an unbiased opinion and present all the options.
- ✓ We are local – not a Call Center Rep with a product to sell and a quota to meet.
- ✓ We craft long term relationships and must understand your business.
- ✓ We save you money.

And ask yourself this: Would you like to spend your whole day talking to your phone or internet company? The sane answer is “no”. (Clearly our people are not well.)

You do not save money by going “direct”, but you sure can pay more!

Let Renee Smith, Tom McKnight, Paul Bermingham and Kurt Habenicht be your hero! – Call now. They're in a phone booth, waiting to save the day.

