



Barry and Jena
Wallingford
Owners

Atlantic Business Systems Announces Full-Service Cloud Voice Program

*Industry Leader in Managed
Technology Services Responds to
Consumer Demands
with Powerful Solution*

MELBOURNE, FL: Serving the Space and Treasure Coast – November 2019 - Atlantic Business Systems, a leading managed technology services provider, announced today that the company has launched a revolutionary full-service cloud voice program which is radically shaking up the industry. Atlantic Business Systems created this program in response to growing customer demand for a simplified, all-inclusive program that would encapsulate all of the key products and services a business needs in order to solidify its IT and communications infrastructure. Essentially, this program enables CEOs to make technological improvements to their businesses on-the-fly, without the large capital outlays that are often associated with company infrastructure investments. For the first time ever, the company has conceived a program which essentially wraps all necessary components into a single package.

This is groundbreaking territory in the industry and will provide small to mid-sized companies (SMBs) with access to elite-level services and infrastructure without the need for a huge technology investment

budget. All services, routers, phones, POE (Power Over Ethernet) switches, and QOS (Quality of Service) are included. An additional problem that this program solves is when CEOs add new technology to the network and they are left with dozens and dozens of new bills, all on varying billing cycles, to a myriad of vendors. This program thwarts the issue by centralizing all technologies into a single, consistent and affordable bill.

“When you take the time to actually listen to what your customers need, it becomes very clear as to what you should build for them,” stated Zac Wallingford, Director of Network Sales of Atlantic Business Systems. “Over the years it’s become glaringly apparent that our customers would benefit dramatically from this kind of service, so instead of waiting around, we decided to innovate proactively and devise a solution. The reception has been quite positive so far.”

Another extraordinarily unique feature of this program is that all services and hardware are offered on a month-to-month agreement. In other words, small to medium-sized businesses now have access to the same class of technology as Fortune 500 companies without the giant up-front investments that are normally required. The month-to-

month structure is available due to the nature of the cloud voice solution, in addition to the company’s desire to align incentives with their customer to bolster strong long-term relationships. “When you bring a month-to-month agreement into the picture, it becomes very clear that you have to deliver. The competition unfortunately locks customers into long term contracts, but for us, month-to-month is our way of putting our money where our mouth is. Our goal is to earn our customers’ business every month, and because there’s no better recipe for fostering long-term relationships than consistent performance we knew this program would be a win-win,” added Mr. Wallingford. It’s insane that for the longest time our industry has trapped their customers into long-term contracts, which de incentivizes them from performing at their best and we are changing this dynamic.”

This program bundles all services for SIP (Session Initiation Protocol), VoIP (Voice over Internet Protocol), telephony hardware and all business application services into a single service, because at the end of the day, this is what the customer is really paying for. CEOs and CFOs alike, expect technology to make their lives easier and this program

accomplishes that end. Whether it's the all-inclusive access to advanced technology, the painless billing process or the virtually nonexistent up-front investment to purchase the technology, we foresee this solution sweeping the industry off its feet.

Atlantic Business Systems is a Member of Technology Assurance Group (TAG), a private organization of elite, independently-owned, unified communication providers in the United States and Canada, who collectively represent over \$350M in sales. TAG Members integrate all communication solutions including it, telecommunications, av, surveillance, video and telepresence, managed services and managed print. These companies are dedicated towards advancing their customers' businesses through collaborative effort and education, in addition to gaining access to

revolutionary programs, like the aforementioned. This program is not available to companies outside of the TAG organization.

ABOUT ATLANTIC BUSINESS SYSTEMS

Atlantic Business Systems was founded by Barry and Jena Wallingford. Through hard work and perseverance and an uncompromising commitment to "Set the Standard for Customer Service," we have enjoyed steady organic growth since 1994. Our services include Managed Print, IT, and VoIP Services and related Office Equipment. Our AtlanticSTAR clients, those who have chosen us for all three managed services enjoy dramatically improved office efficiency. They hand their technology issues to us, enabling

them to stay focused to building their businesses.

We spend a great deal of time on discovery. A very thorough understanding of your technology environment and costs is necessary before we recommend change. You can count on us to cost justify any proposal we may make. We will document cost savings, improved productivity or both. Whether you need network management, servers, backup, disaster recovery plans, VoIP phone services, MFPs and printers or all of the above, we will tailor a customized solutions based on your specific needs.

Our commitment to service excellence is well documented and is evidenced by our 91.7% Net Promoter Score, our Pros Elite 100 certification, our Sharp Platinum distinction, and the fact that we are the highest rated and most ranked local office technology company on Google.