

E-Newsletter September 2007

News, notes, announcements, product updates, promos, specials, and more - info to help you communicate!

VOICE DATA VIDEO SOUND PAGING HEALTHCARE MESSAGING NETWORK

INFORMATION COMMUNICATION SOLUTIONS ► September 2007 ◀

www.icstelecom.com

Find Your Voice with ICS & Mitel

Find Your Voice!



ICS has it! Together with our trusted partner, Mitel, we are excited to offer a new promotion targeted for

current Nortel and Avaya customers.

Seeking a VoIP solution for your organization? Discerning buyers are choosing Mitel and its revolutionary 3300 system throughout North America. Mitel is currently #1 in Small-Medium Business Market Share in North America with over 19% of systems shipped.

Mitel's 3300 platform offers clients more than 500 features, applications including unified messaging and personal communications management, mobility solutions such as cell phone twinning, central administration, redundancy & resiliency options, and growth for organizations as small as 50 users to those with dozens of locations and thousands of staff.

Mitel ROCKS! The FREE HTML Toolkit gives you the power of customized displays, logos and other

graphics, and the best level of integration with Microsoft available today. Make your phone sing with presence detail for your associates with whom you communicate frequently, generate true integration with contacts databases, pull fax and voice mail into a single Inbox regardless of the Email platform you use.

And now, upgrade your Nortel Option 11, 21, 61, or Norstar, or, your Avaya Legend, Merlin, Definity and not only get the best communications platform, but also:

FREE IP Sets!

For every 2 Mitel 5300 IP Sets, you get one FREE! Need 90 Sets? Easy—buy 60, get 30 FREE!



No Interest Lease!

After a simple initial payment, you take 90 days off from payments, then make 39 easy payments—with No INTEREST! ICS and Mitel make it easy to Find your Voice!



FREE Software!

You bet! Let's face it—system software gets upgraded from time to time. ICS will provide these updates to you via Software Subscription for the term of your Lease! A Voice of FREEDOM from upgrade costs!

We'll Pull Out the Old!



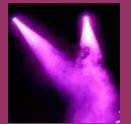
Not only will we leave you with the best communications solution, but we'll remove your old stuff and deliver it to an appropriate resting place!

Seeing is believing!

Come visit us—we'll show you the power of Mitel—and we think you'll Find Your Voice! Promo ends with Year's end! Plenty of time to take a close look, get the facts, and start down the path to communications improvement. System must be installed by February 25, 2008 to qualify for FREE IP Sets!

Find Your Voice today at ICS Telecom!

Spotlight



Thinking Green?

Funny how many of the new IP based systems



today make it difficult for a company who wants to conserve. We've seen every imaginable product—and there are plenty.

When you plug in IP phones—guess what? They eat power just like PC's do. In the data world, companies like SUN have made huge strides to be "green" - helping both the environment, and one's pocket-book. On the telephone system side, many IP telephones can chew up as much as 12 to 15 Watts of power. Do the math—with 30-60-100-300 sets, this can be a very large amount of power—and electricity costs continue to rise. Phones like Mitel's 5000 series for example use less than 5 Watts of power—so they're not only environmentally friendly, but they COST LESS every day! A closer look at power can yield some powerful findings!

Ready for VoIP? What me Worry?

The Gartner Group has recently predicted that by next year 97% of all new systems will be VoIP. Cool right?

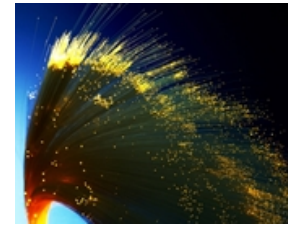
Well, some burning questions linger for both really smart technocrats, and plain folks like us. . Such as:

RELIABILITY: Am I buying gear that works? Is this just the latest iteration of the manufacturer's near-continuous churn machine? Get the scoop folks—make sure there's a real commitment.

Soft Integration: So, is this REALLY standards based? What standards? If your vendor struggles to meet the stare and compare test—move on.

E911 Communications: So, what happens when users dial 911? How much precision is sent to the 911 (PSAP)? Where will emergency personnel go when the magic 911 is dialed? Can I notify on-site users when a staff device has dialed 911? Get really clear on this.

Security, Security, Security: Did we say security? Encryption is not a right, it's a privilege offered by serious, business class solutions. Protection against hacking and other vulnerabilities are not "nice-to-haves", but requisites. Invest in solutions that give you the best chance to stay clean, and free from invasion. VoIP is here to stay. Do your research, get the facts, talk to experts, and make decisions that offer your organization the best chance for success.



Considering TELCO Services?

ICS Telecom works with numerous providers including Verizon, Paetec, ONE Communications, and Time Warner. Looking for the best network solution? T1/PRIs as low as \$ 450.00 per month. Data and Internet service from 128Kb to DS3 speeds.

Need back-up solutions for your data-net? We have DSL, FIOS, and wireless options for your organization.

We'll help you find the right solution based on your requirements,, and future growth expectations.

How is your School District doing with SAFETY?

Has your home district begun to implement safety communications improvements? NYS' Excel Program has freed up much needed financing for capital projects. Among the top solutions our district clients are seeking:

- Mobility for Principals and Assistant principals. Integrate devices to 1 number.
- Pull Student Profiles, contacts to teacher's telephones for ease of parent communications.
- 911 Alerts—provide notification to school personnel whenever a phone dials 911 anywhere in the district.
- Student Absenteeism Calls: Automated call out to student's homes to check on status.
- Threat Capture: Caller ID, call archive and call recording for any threatening calls for action by district personnel and authorities.

Tell us what other capabilities you would like to see to protect our schools and our children. ICS Telecom is committed to Safety Communications Excellence. Request a copy of our 4-page STAKE brochure for a review of our work with K-12.

MEET THE TEAM!



OUR SEPTEMBER FOCUS IS KEVIN AUBIN. KEVIN HAS BEEN WITH THE COMPANY SINCE 2001 ASSISTING WITH MANAGEMENT OF ICS TELECOM'S WAREHOUSE OPERATION. KEVIN HAS A GREAT DISPOSITION AND IS A RECENT GRANDPA!



GIVE 1, GET 1 Program to Benefit Children

A brand new program being promoted by an MIT Engineer promises to help put computing power in the hands of children in developing nations. The **XO Laptop** will cost \$ 399.00 and buyers will be able to have 1 shipped to a needy child, and keep 1 for themselves. The donation will be tax deductible. The program will run for two weeks beginning November 12th. Laptops in the hundred s of thousands are already committed for distribution in places like Ethiopia, Peru, and Mexico. Laptops are expected to be delivered in time for the Holidays!