

# Communique Sales Company, Inc.

Newsletter

December 2017

#### In This Issue

- #1 Cloud Take-away
- Message from the President
- Is it Time to Upgrade?
- Stay Tuned in 2018
- Year in Review

#### **Fun Facts**

- By 2020, the workforce will be comprised of 5 different generations for the first time ever. – IBM Jan. 2017
- By 2025, more than 70% of the workforce will be Millennials. –IBM Jan. 2017
- 1.87 billion people or 42.5% of the global workforce will be mobile workers in 2022. IBM Jan. 2017

## **Contact Info**

#### 800-825-0800 Service Send an email to:

service@communiquesales.com





There has been an influx of companies offering cloud-based phone products and people with little experience selling them. Offers come in daily from your cable, phone or big box company with offers to reduce your monthly phone bills by changing out your phone system to a cloud based system. What usually happens when you accept an offer?

The sales representative hands you over to an implementation representative and the process begins and ends with YOU working with someone over the phone until you get your system working.

The #1 take-away we found is we spend the same amount of time with the customer, pre-implementation of a cloud service, as we do with a premise based phone system. We walk the customer through the day-today operation and know the right questions to ask to design the cloud phone system to work with their business. Our goal is to make the implementation a smooth transition. We are the single point of contact for our customer.

We have spent the last 4 years training our staff in cloud technologies along with personally testing cloud services to understand how to implement and use cloud services before offering the products to our customers. Our strong relationships with Cloud suppliers and telco carriers comes in handy when negotiating contracts or resolving service issues. We keep our fingers on evolving Cloud and telecom technologies and our team is committed to ongoing training and education.

## Message from the President



We are thankful for your business and extend our best wishes for 2018. From all of us at Communique, we wish you and yours, a happy holiday season and time to unplug, unwind and relax with family and friends. Cheers! Bob Fudurich

# Visit Our Website

#### www.communiquesales.com

#### Website Blogs

- Why Choose SD-Wan?
- CLOUD, ON-SITE, OR HYBRID UC: YOUR BUSINESS PHONE SYSTEM, YOUR WAY
- Ordering Business
  Phone Lines
- Is Your Communications System Ready for Retirement?
- Top 7 Reasons to Renew Your
   Annual ShoreTel
   Partner Support
- Cabling Your Business Phones System
- Thinking About Moving Your Phone System?
- Why is Your Number Port Taking So Long?

**Contact Us** 

800-825-0800

# Stay Tuned in 2018

Watch for upcoming blogs and newsletters featuring:

- Benefits of Sip (Session Initiation Protocol)
- SD Wan
- Cloud Communications for Law Firms

# Is it Time to Upgrade?

Telecom technology is changing at a faster than ever pace and with those changes come cost saving benefits. Even if your system is a few years old, it may benefit you in cost savings to upgrade/migrate to a new system.

We are contacting our customers 1<sup>st</sup> Quarter 2018 to set up consultation appointments to answer any questions you have about your phone system, phone bills, cloud and cabling questions. Is it time to upgrade, stay the course, make the transition to the cloud or take a hybrid approach? This is a chance to talk to our experts in the field that have stayed up with the changes in technology, to ask questions and to get a better understanding of the direction your business should go. After review, we will make a recommendation that suits best your unique business needs.

To set up a consultation call Bob Fudurich at 818-540-3201



Year in Review

- Bob Fudurich was one of 9 hand-selected people nationally to participate in the inaugural Super9 Intensive Cloud Training program in April.
- Staff completed Cloud Services University Courses & traveled for training to Las Vegas and Monterey
- Don Berstein, is our Mitel (ShoreTel) Certified Tier 2 Engineer has been with Communique for 12 years
- > Jamey Alley & Bob Fudurich completed NEC SV9100 training
- Peter Manisse completed his Mitel (ShoreTel) Engineer Tier 1 Certification
- Mitel merged with ShoreTel & staff attended a Mitel (ShoreTel) Roadshow in Newport Beach, CA