

## **All Phase Communications Announces Business Communications System Buy Back Program**

*Companies to Benefit from a New Program Within the Current Technology Assurance Plan (C-TAP) to Ensure Implementation of Latest Technology*

SEATTLE, WA — August 22, 2007 — All Phase Communications, an industry leader in telecommunications, announced today that the company launched the business communications Buy Back Program, a new component of the Current Technology Assurance Plan (C-TAP). The Buy Back Program embedded in C-TAP gives All Phase Communications the ability to offer cash back to a customer for their existing communications system. By taking advantage of this unique opportunity, companies will enjoy all of C-TAP's benefits, while reinvesting the money they receive from All Phase Communications and their strategic partner GreatAmerica Leasing Company, back into their business.

Since its inception in June of 2005, C-TAP has emerged as the telecommunication industry's most innovative program. C-TAP ensures that the telecom and information systems of small to mid-sized companies remain current. C-TAP encourages companies to incorporate the latest in technology by giving them the ability to refresh their phone equipment after 24 months without a change in payment. In addition, new equipment and applications are installed without labor charges. Technology can be added as needed within a fixed cost that can be absorbed by an organization's operating budget. Essentially, C-TAP allows continuing implementation of new technology within a set guideline.

All Phase Communications's customers on the C-TAP program will receive numerous benefits. These benefits include unlimited in house moves and changes, unlimited remote programming, routine software upgrades

and patches, call accounting analysis, storage system and backup, remote database backup, records and training updates for the equipment administrator, and an annual audit of connectivity charges. C-TAP also provides businesses with special customer service provisions including: priority queuing for adds, moves, changes, dispatch of service calls, a guarantee of inventory on hand, preferred maintenance, periodic replacement of handset and station cords, and annual preventative maintenance visits.

When companies opt for the Buy Back Program they automatically become a part of C-TAP. The age of the system will determine the amount of cash back they will receive. For example, if a system is 12 months old All Phase Communications will pay the customer 80% of the original cost. When the transaction occurs, the customer makes monthly lease payments reversing the original outlay for system's large capital investment. Thus, the customer always keeps their technology current moving into the future and now they show a fixed cost in their operating budget from lease payments. In order to qualify for the Buy Back Program, All Phase Communications' customers will need to meet specific criteria including credit approval from GreatAmerica.

"Our goal with C-TAP and the Buy Back Program is to have a proactive versus reactive relationship with our customers," said Iain Beveridge, Vice president of All Phase Communications. "The addition of the Buy Back Program provides us with the tools to help achieve our mutual goals. These goals include providing our customers with the highest level of customer service in the industry and at the same time offering the latest in business communications technology at a fixed cost. Furthermore, C-TAP supports our mission of helping our customers increase their profitability, while achieving a dominant position in their marketplace."

### **ABOUT ALL PHASE COMMUNICATIONS**

Founded in 1986, All Phase Communications is a customer-service oriented telecommunications company with more than 20 years experience in the industry. All Phase is a preferred installation provider with leading VoIP (Voice over Internet Protocol) technology partners including ShoreTel and Toshiba. As the name suggests, All Phase handles all phases of VoIP installation including network assessment, system design, project management, system implementation, system deployment and training, and system maintenance. Based in Shoreline, Washington, small, medium and large companies including Cutter & Buck, Pike Place Market, Venture Bank, Keller Rorback, Southlake Clinic and Gene Juarez have relied on All Phase for their VoIP expertise to gain a competitive advantage in the marketplace by reducing operating costs, streamlining customer service, and improving productivity.

### **ABOUT GREATAMERICA LEASING CORPORATION**

Founded in 1990 and headquartered in Cedar Rapids, Iowa, GreatAmerica continues to grow and adapt in an ever changing market. As an independent institution with over \$600 million in assets, it has the flexibility to provide customized financial solutions and selected business services for its customers who are distributors in the office equipment, telecommunications, healthcare, and retail markets. With superior industry knowledge and experience, they develop solutions that help their customers be more successful. Visit GreatAmerica at [www.greatamerica.com](http://www.greatamerica.com).