



Converged Solutions and Services



Mark R. Kruger  
Chief Technology Officer

## **Converged Solutions and Services Assists Small to Mid-Sized Companies Facing the Challenges of the Recession with an Innovative Technology Buy Back Program**

*Current Technology Assurance Plan's (C-TAP) Buy Back Option is Gaining in Popularity Due to the Economic Slowdown*

DELRAY BEACH, FL — June 26, 2008 — Converged Solutions and Services, an industry leader in business communications, announced today that the company is assisting the region's small to mid-sized companies facing the challenges of the recession with an innovative technology buy back program that's becoming increasingly popular. Converged Solutions and Services has generated greater awareness to the company's Current Technology Assurance Plan's (C-TAP) Buy Back Option. This unique program enables Converged Solutions and Services to offer cash back to a customer for their existing communications system. By taking advantage of this valuable opportunity, companies will enjoy all of C-TAP's benefits, while reinvesting the money they receive from Converged Solutions and Services and their strategic partner GreatAmerica Leasing Corporation back into their business where they need it most to weather the current economic environment.

"Talk to almost any business owner and they will tell you that they're preparing for the worst," said Mark R. Kruger, chief technology officer of Converged Solutions and Services. "We're offering a tremendous program that will put cash back into the hands of these businesses so they can continue to grow regardless of the economy. Plus, they will reap all of the advantages that C-TAP has to offer."

Since its inception in 2005, C-TAP has become the telecommunication

industry's most innovative program. C-TAP ensures that the technology and information systems of small to mid-sized companies remain current. C-TAP encourages companies to incorporate the latest in technology through refresh that begins in 24 months without a change in their fixed monthly 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.

When companies originally bought for a cash price opt for the Buy Back Option they automatically become a part of C-TAP. The age of the system will determine the amount of cash back they will receive from Converged Solutions and Services. When the transaction occurs, the customer makes monthly payments reversing the original outlay for system's large capital investment. In order to qualify for the Buy Back Program, Converged Solutions and Services' customers will need to meet specific criteria including credit approval from GreatAmerica.

Companies that take advantage of the C-TAP program will immediately receive an array of benefits including unlimited in-house moves and changes, unlimited remote programming, routine software upgrades, call accounting analysis, storage system and backup, priority queuing for adds, moves, changes, a guarantee of inventory on hand, preferred maintenance, and periodic replacement of handset and station cords. C-TAP also provides businesses with professional services such as unlimited training, annual audit of connectivity charges, and annual preventative maintenance visits.

"Technology has to do two things in order for any business to embrace it," added Mr. Kruger. "One is to increase profitability the other is to give a competitive advantage. This is even more prevalent during times of a recession. C-TAP essentially gives companies the freedom to manage their capital wisely now and moving into the future, while not having to worry about losing competitive advantages because they're utilizing antiquated technology."

### **ABOUT CONVERGED SOLUTIONS AND SERVICES**

Converged Consulting, Inc., founded in 1998 by Mark Kruger, formed Converged Solutions & Services (CSS) in June 2004 to provide customers with a combination of the industry's most comprehensive and proven voice, data, and video integrated solutions and the unmatched expertise of its VoIP telephony and data engineers.

With over 20 years of industry experience, CSS is a customer-driven and results-oriented Value Added Reseller. Their team of factory certified professionals assists businesses with all phases of planning, design, installation and maintenance for their communications systems.

CSS is a state certified network infrastructure provider offering total on-site project management from start to finish. The company services customers of all sizes throughout Florida and the Caribbean.

For more information on CSS, please call (561)272-1211 or visit [www.cssvoip.com](http://www.cssvoip.com).