



Jay Brown  
President

## Jay Brown of TriTel Networks Explains Evergreen Contracts

*Industry Leader to Lend His Expertise and Years of Experience to Help SMBs Avoid Getting Locked Into Telecom Contracts*

SALT LAKE CITY, UT — November 1, 2012 — A vicious trend has developed among prominent carrier service providers called auto-renewals also known as "evergreen" clauses. Evergreen clauses are essentially an agreement between two parties that is automatically renewed after each contract term until canceled by the either party. For businesses, this means that you can easily become locked into contracts with poor service providers. Imagine attempting to cancel your services with a current provider, only to find out that you are contractually obligated to continue paying another year for a service you're completely unhappy with.

Hidden in your carrier service contract may be language that automatically renews your services, preventing any opportunity to explore options to optimize or reduce cost on your carrier services. Be wary of auto-renewal verbiage sent by the carrier along the lines of: "**Unless notified within 90 days of contract**

### **expiration date of intent to cancel services, contract will automatically renew for the same term at the same time."**

Locating the auto-renewal clause can be like searching for a needle in a haystack. One way to find this verbiage is to call the customer service department of your carrier service provider to obtain the termination date of your contract. Requesting this information in writing would be very wise. This simple process alone can save you thousands of dollars.

Ironically enough, these contract restrictions are often avoidable. In the case of "evergreen" clauses, businesses have two options. On the one hand, you can avoid being locked into the contract by making sure that you notify your carrier that you'd like to cancel services *in writing, prior to the expiration of the specified term*. These can vary from one contract to the next. On the other hand, you can consult with a Unified Communications provider, like TriTel Networks, Inc., who has been helping businesses deal with "evergreen" contracts for several years. Whichever approach you take, it's vital that you periodically review your carrier

service contract and acknowledge the termination date.

"Small to mid-sized businesses are the backbone of our economy and they need all of the help they can get to continue fueling our nation's economic growth," states Jay Brown, President of TriTel Networks, Inc.. "We get a great deal of satisfaction when we can help our customers get out of these contracts and get back on the fasttrack to profitability." TriTel Networks, Inc. is a leading unified communications provider that specializes in:

- Examining current connectivity (phone lines and internet) to analyze cost/effectiveness in order to make recommendations. If you're paying a long distance phone bill, they can eliminate it.
- Evaluating specific business needs, as they relate to Voice and IT services, and customize solutions accordingly.
- Most likely if your phone system is more than 3 years old TriTel can cost justify a new system while eliminating the two risks of technology: Cost and Obsolescence.

- Educating clients on the advantages of new technology and partner with them to increase their profitability and give them a competitive advantage.

TriTel Networks, Inc. has earned its position as the market leader by educating its customers on technology solutions that either create competitive advantages for them or increase overall profitability.

## **ABOUT TRITEL NETWORKS, INC.**

TriTel Networks, Inc. is Utah's most trusted and enduring local business telephone and data Communications Company. The company was established in 1984 and continues to pursue its #1 goal, which is maximum customer satisfaction through total customer service. TriTel offers its customers multiple lines of industry leading products, which are serviced by

Factory Certified technicians. Customers are thoroughly trained in every component of their system by TriTel's highly experienced customer service team. The company's local dispatch center delivers round-the clock service to ensure system reliability.

For more information on TriTel Networks, Inc., call (801) 265-9292 or visit [www.tritel.com](http://www.tritel.com).