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# ITS News! e-Newsletter

from Integrated Telemangement Services, Inc

June, 2011- Vol 5, Issue 2

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## Internet Fun Fact

Google estimates that the Internet today contains about 5 million terabytes of data (1TB = 1,000GB), and claims it has only indexed a paltry 0.04% of it all! It would take 200 million Blue Ray disks to hold all the data!

## Telecom Fun Fact

The technology behind the Internet began back in the 1960's at MIT.

## Internet Fun Fact

The first webcam was deployed at Cambridge University computer lab - its sole purpose was to monitor a particular coffee maker and hence avoid wasted trips to an empty pot.

Dear Lisa,

Welcome to the Q2 edition of ITS News!

Hello from the whole ITS team! This Spring season is coming to an end and summer is around the corner - so we want to remind you to take a moment to enjoy the great weather, the blooming of new life, and the energy in the air! At ITS we are in full swing, ready to continually provide you with useful information that can add value to your business.

We hope you enjoy this edition of ITS News! and can incorporate some of the ideas into your business practices. As always we appreciate your feedback and thank you for being a valued client and for reading our newsletter!

-Crystal Jafari,  
Marketing Specialist

## Letter from the President

We are well underway in the second quarter of the year and well into my favorite season of the year. This beautiful Spring season has brought us new life and new beginnings, which is exactly what we are experiencing at ITS. We are happy to announce a new "Specials" tab on our website that will display various ongoing specials that will surely add value to your business. We are also happy to announce that our ITS Fax product has been adopted by many clients and been receiving rave reviews! Finally, in line with new beginnings, we have decided to expand our ITS team and have opened up various new positions to further support us in providing extreme customer service and facilitate ITS' growth. Needless to say, we are excited about all of the new changes taking place and hope you are too! Thank you for being a loyal client of ITS, we truly appreciate your business and will continually strive to provide you with the best that telecommunications has to offer.

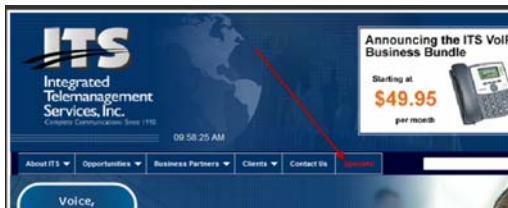


Best Regards,  
Sharon Woods  
President and CEO

## New Specials! Tab on Website!

One of the main goals at ITS is to provide our clients with the communications tools necessary to help them remain competitive in today's market, regardless of industry. Often times we find that our clients, though willing to try new products and services to increase operational efficiencies, are not well versed in what is available to them.

To help solve the problem, ITS has developed a Specials! tab on our website where our clients can view bi-monthly specials on a variety of telecommunications services that will surely add value to your business.



So remember to check out the Specials! tab on the ITS website regularly to...

Take advantage of limited time offers on various products and services that may benefit your business.

Keep current with the telecommunications technologies that are proven to increase efficiency and effectiveness.

Understand that ITS is truly a one stop shop for all of your businesses telecommunications needs. Our tailored solutions will ensure you know that ITS is the perfect "fit."

Curious about our current special? Follow this link:

<http://www.itstelecom.com/pdf/ITSSummerSpecial.pdf> to find out more about the ITS Sizzlin' Summer Special or contact an ITS representative at 800.876.4ITS (4487) to use your PROMO Code and save your business money today!

### Funny Technology Quote:

"Computers in the future may weigh no more than 1.5 tons." -- Popular Mechanics, forecasting the relentless march of science, 1949

## Determine if Hosted VoIP is Right for Your Small Business...

Everyone has heard of it - VoIP, which stands for Voice over Internet Protocol, has taken over the business communications scene, promising great benefits with little to no capital investment. Every small business owner should, at least, consider VoIP technology for their business. Here are a few things to consider when shopping around for a VoIP solution:

- **Capital Investment / Cost:** A *Hosted* VoIP solution is ideal for small business as a hosted model allows the business to only need to make a nominal investment in telephone sets. They do not have to make a large capital investment in customer premise equipment (CPE) or worry about having staff to support the CPE or network.
- **Features Desired in a Phone System:** A Hosted IP solution is usually accompanied by a Hosted IP PBX - or Private Branch Exchange. This allows small business to experience the same great benefits that were previously only available to large enterprises. Benefits include extension dialing to all users on the network, regardless of physical location, forwarding and transferring calls,



to advanced features such as an auto attendant that can automatically route incoming calls to the appropriate person or department.

- **Flexibility of the System:** Hosted VoIP is extremely flexible, particularly in regards to your businesses future scalability. When setting up a new office or adding more locations to your network, all that's needed is to add additional handsets as you go.
- **Support of Mobile Workers:** Mobile workers, or telecommuters, can utilize the soft phone and the and make calls from their PC to anywhere they have an internet connection, or can physically take their phone with them to his or her home for example.
- **Number of Calls During Peak Business Hours:** Regardless of how many incoming calls a business receives, hosted VoIP always works. Customers and employees will always have access to dial tone and will never get a busy signal, even during peak periods.



Due to the popularity of Hosted VoIP solutions, some industry analyst's are predicting that the use of cloud computing will increase this year from 3% to a whopping 43%! Don't get left behind in the dust and compromise your business. Do you and your business justice by looking into Hosted IP as an upgrade for your communications solution and make sure to consider all factors including the needs of your business as well as the capabilities of your solution provider.

If you would like to learn more about ITS' Hosted IP PBX solution, give an ITS representative a call at 805-520-7020 or 800-876-4487 (4ITS) or visit [www.itstelecom.com/ippbx.htm](http://www.itstelecom.com/ippbx.htm). we would be happy to tell you about our solution for "the most bang for your buck"

#### Funny Technology Quote:

"I think there is a world market for maybe five computers." -- Thomas Watson, chairman of IBM, 1943

## ITS TURNS 21!



ITS was first established at a modest office on the West side of Simi Valley, CA in May of 1990. This year, 2011 - we're finally legal! ITS celebrated its 21st anniversary on May 5, 2011 with a small party at the ITS headquarters. In attendance was our ITS family who enjoyed great finger lickin' BBQ, some good ole fashioned home cooking and a great time.

#### BBQin'

Our BBQ master Kim Konigsberg manned the grill and cooked up some delicious beef and chicken asada. This was accompanied by a number of home made dishes and all the fixin's of a traditional backyard barbeque. Finally, in order to add to the celebration of our 21st year in business, our ITS family took turns hitting a pinata filled with candy and cold, hard cash!



Our 21st Anniversary Pinata!

#### History

Just as technology has drastically changed over the past 21 years, ITS has seen many changes in its core business model and company's growth. Starting out as a Shared Service Provider (SSP) providing simple Centrex analog services is far stretch from the complete technology solutions provider that ITS has become today. Now a CLEC and technology solutions provider, ITS provides over 700 clients, stretching from San Diego to San Luis Obispo, complete communication solutions which include VoIP, digital circuits, disaster recovery, comprehensive electronic fax, advertising on hold - to name

a few. ITS' product suite ensures that our clients receive the best in the latest and greatest in communications technologies while simultaneously enjoying the highest class of customer service that can be found in the telecommunications industry today. These are all aspects of our company in which we take a great deal of pride in here at ITS, and plan to remain your one stop shop for all of your communications needs for another 21 years, then



Candy and Cash!



ITS Girls just wanna have fun!

some. Thank you for your loyalty! ITS is proud to have your business. Congratulations to ITS on 21 years. In the ever changing field of communications technology!

#### Funny Technology Quote:

"Who in their right mind would ever need more than 640k of ram!?" -- Bill Gates, 1981

### Hosted IP Solution - SIZZLIN' SUMMER SPECIAL!

As mentioned in the article above, and in line with ITS' commitment to consistently equip our clients with the latest and greatest available in business communications ... we are proud to announce our June/July web special:

Purchase an IP Hosted Solution on a Three Year Term and ITS will **WAIVE the Set-Up Fees!**

Not sure if a Hosted IP solution is right for your business? Consider the following questions:

- Can your business benefit from an extremely affordable phone system with the ability to scale to whatever your business needs?
- Do you notice the need for more feature functionality, both with incoming/outgoing calls as well as in-network users?
- Would you like to have a communications system which can connect all mobile workers and offices with free calls and three to four extension dialing, *regardless* of physical location?
- Are you interested in saving money on your local, long distance and international calls?



If you answered yes, then a Hosted IP PBX would be an excellent fit for your small business! Now is the best time to take advantage of getting a Hosted IP PBX for your small business with the Summer special. To learn more, visit our website at [www.itstelecom.com](http://www.itstelecom.com) and click on the "Specials!" tab. Or, call to set up your new Hosted IP PBX on a three year term and mention the promo code: Sizzlin Summer Special and get your set-up fee's waived. Contact an ITS representative at 800.876.4ITS (4487) today!



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