



## SOME OF OUR CUSTOMERS THINK WE ONLY DO PHONES, WELL THINK AGAIN

### *Joy Communications Becomes A Full Service Provider Through Strategic Partnerships*

Stuart, FL — July 30, 2008 — Have you ever conducted business with a company hoping they could meet all of your needs on a project and after further investigation found out they couldn't? Well, you're not alone if you've had this experience. Finding a one-stop-shop that provides solutions for all of your needs is extremely difficult in today's business environment and the same situation exists in the telecommunications industry.

Does McDonald's make you go somewhere else for fries to go along with the burger you just purchased? The answer is no, because they want to keep you as a customer. Companies that provide you with a soup to nuts solution can be very valuable to your overall success, potentially saving you enormous amounts of time and money. Most telecommunications companies today only have the knowledge and capability to provide you with telephones. If you're in the market for additional telecommunications services such as teleconferencing or long distance service you will probably have to go somewhere else. However, there are industry leaders that are emerging such as Joy Communications who possess end-to-end solutions.

Companies like Joy Communications separate themselves from their competition by strategically partnering with other experts in the field of telecommunications. Through their membership with Technology Assurance Group (TAG), a national organization of leading telecommunications companies, Joy

Communications has the benefit of partnering with organizations at the forefront of the industry. A few of these companies include: Carrier Support Group, American Broadband Services, Confertel, and IPx Connect.

Strong partnerships with each of these respective companies, enables Joy Communications to provide additional telecommunications solutions to its customers, thus becoming a one-stop-shop. Some of these essential business solutions include:

- Dial tone & Long Distance Service
- Broadband
- Teleconferencing
- Videoconferencing & Online Meetings

"Our customers have greatly benefited from the partnerships we have created. Due to our unique relationship with companies like Carrier Support Group and IPx Connect we have the ability to purchase their solutions at wholesale prices, allowing us to pass along significant cost savings to our customers," said Peter Engle, President of Joy Communications. For example, David Glendenning, president of Carrier Support Group stated, "In most cases we can save Joy Communications's customers anywhere from 30% to 60% on their dial tone and long distance service. Our valuable partnership creates a win-win for everyone involved, most importantly the customer."

Based on the number of services a customer may purchase, the cost savings may be so great that they can actually justify the cost of a new phone system. In many instances the monthly savings offset the monthly cost of adding or upgrading a new voice and data system. "Not only are we now our customers' total solution for their telecommunication needs, we can do it in a way that's monetarily advantageous to them. Our customers are happy because they don't have to deal with multiple vendors, which gives us a significant edge in the marketplace," said Mr. Engle.

### **ABOUT JOY COMMUNICATIONS**

Joy Communications, with offices in Stuart, Tampa, Ft. Lauderdale and Miami, is a multi-million dollar private company servicing South Florida and the Tampa/St. Petersburg area since 1982, with over 10,000 customers. Joy Communications sells and services telecom equipment including Mitel, Samsung, Shoretel, and Nortel, and provides voice services from the new AT&T as well as comprehensive data services. Joy's service area extends from Jacksonville to Key West and the Tampa/St. Pete area. Joy Communications specializes in providing quality service and support to its customers with locally based, certified technicians. For more information about Joy Communications, please call 1-800-432-3638 or visit [www.joycomm.com](http://www.joycomm.com).