

TELESIS TIMES

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AMERICAN TELESIS
The Private Line Specialists

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Are you being asked about Ethernet Services?

Ethernet is a technology that has been around for more than 25 years and is the most widely used Local Area Network (LAN) technology in the world today. IT professionals worldwide are comfortable building LANs on Ethernet technologies, so it seems natural that Metropolitan Area Networks (MANs) and Wide Area Networks (WANs) would take advantage of this technology.

Inside the walls of your local offices, 10 Mbps or 100 Mbps Ethernet is delivered on Cat5 cables made of twisted pair copper. Previously the limitation was in the distance it could be transmitted. Today, equipment manufacturers like Covaro Networks are building products that allow transmission of the Ethernet signal over greater distances. Many network operators can now provide Ethernet over existing fiber connections, whether the buildings are a mile apart or 2,500 miles apart.

As these equipment manufacturers improve the technologies of Ethernet delivery, more and more buildings will be Ethernet ready, whether they have fiber or, eventually, copper local access.



Why are customers interested? Lower costs, familiarity with the technology and faster, scalable connections are three primary reasons. The customer no longer has to purchase expensive cards for their routers to accept multiple T1s or T3s. Their IT staff is already comfortable working with and troubleshooting Ethernet, so the overall business costs are reduced. And finally, Ethernet is highly scalable and available at speeds from 10 Mbps to 10 Gbps.

Legacy networks cannot easily scale to these levels. It won't be long before your customers will be asking you about Ethernet options. Higher education institutions, financial institutions, health care providers, broadcasters and manufacturing companies are only a sampling of customers that are already asking for Ethernet.

For more information on Ethernet options, contact us at 800.297.1122.

Why Should You Sell

American Telesis Circuits?

Are you tired of missed intervals, capacity issues, lack of expertise or simply the inability to get answers to your questions regarding the status of your circuit?

With American Telesis you'll experience...

- End-to-end testing
- Painless circuit migrations
- Continual communication
- Accurate & Verifiable Billing
- Customized Invoices
- Network across the U.S. & Canada
- Both Geographic & Electronic Diversity
- Corporate Stability - No Debt!

We can design and implement complex networks. Specializing in Private Lines since 1992, we offer circuit speeds of DS-0, 56K, T-1, DS-3 and OC-x. We provide Wide Area Network solutions utilizing MPLS, Ethernet, IPVPN, Dedicated Internet, Frame Relay and Managed Services. Specialty Ring Downs and Hoot'n'Hollers are also available.

Thirteen years of Private Line connectivity experience has taught us a few lessons.

- Give honest answers
- Pay agents timely and accurately
- Keep agents and their clients informed
- Be proactive throughout installations
- Always be available
- Provide accurate and verifiable invoices

Integrity • Diversity • Expertise

Complete Suite of Data & IP Products: T-1, DS-3, MPLS, IPVPN, Ethernet, Internet, Frame Relay, Managed Services, 56K, DS-0, ARD, Hoot'n'Holler

800.297.1122 | www.american-telesis.net

Facilities Based Carrier • Proven Track Record • Established in 1992

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Network Management Services

Great new offering for your customers

Foreseeing problems in a network before they occur is the essence of our Managed Services. Customize your client's solution; complex or simple, whichever is required.

Network Managers can shift their focus from post-fault resolution to pre-fault identification giving them the time to take corrective action before users, customers and the bottom-line are effected.

Client Profile:

- Small-to-Medium Size business
- Small-to-Non-Existent IT staff

Client Benefits:

- Reduced network management costs
- Reduced internal support head count expenses
- Reduced Mean-Time-To-Restoration
- Detailed Performance reporting & analysis
- Improved Network availability

Agent Benefits:

- Increased sales & commissions
- Bring more value to your clients

Add Management Services to your proposals

Clients can focus on their core business & proactively enhance their IT infrastructures.

Visit Our Website Partner Log-In section for Qualifying Questions for Managed Services

*Call us today at 800.297.1122 to schedule a **Free Web Demo***

Bits & Bytes of Interest

- American Telesis is a proud member of the following organizations:
CompTel/ASCENT
Telecom Agent Association
Defense Information Systems Agency
Wall Street Technology Association
- Checkout our web site www.american-teslis.net
Golden Web Award for Website Excellence
- Use our expertise to win more sales. **Conference us on your client calls.** Let us be your technical experts.

Telecom Consolidations & You

Not sure what you will really be getting?

- Your agent relationship may be changed
- Your agreement terms could be modified
- Your on-going commissions, bonuses & support might be negatively affected
- Your existing base may no longer be yours
- Will anyone be there to answer questions?

As an
American Telesis
Agent

You have No Worries
You will get No Surprises

We have NEVER dropped an Agent.

We have NEVER missed a commission payment.

We take care of you and your clients.



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