



A3 Communications, Inc. Explains Evergreen Contracts

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

COLUMBIA, SC (March 5, 2013) — A vicious trend has developed among prominent carrier service providers called auto renewals, or “evergreen” clauses. Evergreen clauses are essentially an agreement between two parties that is automatically renewed or 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 are completely unhappy with.

Hidden in your carrier service contract is 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 line of your carrier service provider to obtain the termination date of your contract and request this in writing. 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 contract by making sure that you notify your carrier that you would 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 A3 Communications, Inc., who has been helping businesses deal with “evergreen” contracts for several years. Whichever approach you take, it is 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 Brian Thomas, President of A3 Communications, Inc. “We get a great deal of satisfaction when we can help our customers get out of these contracts and get back on the fast track to profitability.” A3 Communications, 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 are paying a long distance phone bill, A3 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 three years old, A3 can cost justify a new system while eliminating the two risks of technology: cost and obsolescence.
- Educating our clients on the advantages of new technology and partner with them to increase their profitability and give them a competitive advantage.

A3 Communications 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 A3 Communications, Inc. — With offices in Columbia, Charleston, Greenville and Atlanta, A3 Communications provides award-winning business information technology and communication services to over 2,500 commercial and public clients throughout the Southeast. Since 1990, A3 has been working to increase the productivity and probability of their clients by providing a broad range of technical capabilities and services, including: managed IT services; network infrastructures; telecommunications and hosted VoIP systems; video surveillance systems; cabling; audio/visual solutions and virtual desktops. Their highly certified and experienced technicians offer comprehensive support and maintenance available 24 hours a day, seven days a week. For more information on A3 Communications, visit www.a3communications.com.