



Roger Wentowski of BTS Explains Evergreen Contracts

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

BIRMINGHAM, AL —
September 26, 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 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're
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
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'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 BTS
Technologies, 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 Roger
Wentowski, President of BTS
Technologies, Inc.. "We get a

great deal of satisfaction when
we can help our customers get
out of these contracts and get
back on the fastrack to
profitability." BTS
Technologies, 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, we 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 we 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.

BTS Technologies, 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 BTS
TECHNOLOGIES, INC.**

BTS Technologies, Inc., (BTS) was founded on the philosophy of maintaining a profitable business by providing the best in telecommunication systems and services to our customers. The stated purpose of our company not only allows us

to provide short term answers to our customer's communication needs, but also affords us a longevity unsurpassed by the telecommunication industry in our region. We strive to provide quality materials, trouble -free installations and total communication services at a fair and competitive price that will allow us to maintain our

business with quality employees. This policy insures the on-going system service and support that you deserve and expect. BTS Technologies, Inc. is located at 311 West Valley Ave, Birmingham, AL 35209. For more information on BTS please call (205) 942-6532 or visit <http://www.askbts.com>.