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## **DIGITEL SYSTEMS INC. REPORTS STRONG INCREASE IN TECHNOLOGY INVESTMENT FOR 2013**

*Leading Unified Communications  
Provider Helps Customers Position  
for Growth*

VANCOUVER, BRITISH COLUMBIA — March 5, 2013 — Digitel Systems Inc., an industry leader in unified communications, announced today that the outlook for technology purchases by small to mid-sized (SMB) companies in 2013 is exceptionally positive. This outlook was confirmed by Technology Assurance Group (TAG), an international association of unified communications providers representing approximately \$350 million in products and services. As a premier Member of TAG, Digitel Systems Inc. is positioned as the dominant force in their marketplace and is able to better prepare and protect its customers for whatever the future holds.

Many small to medium-sized businesses (SMBs) are starting off the New Year by deploying advanced technology in order to secure a competitive advantage early on. Today's SMB needs to be more agile, efficient and better equipped to handle the challenges that 2013 will bring and many business owners are creating a gap between themselves and their competitors by implementing the technology offered by Digitel Systems Inc.'s. "Every sector is

experiencing different growth rates, but when we step back and look at the big picture, it becomes clear that overall demand is up, and businesses need to have the tools necessary to gain a foothold in their industry," stated Dale Stein, Co-Founder of TAG.

Digitel Systems Inc.'s unique relationship with TAG, enables them to adopt cutting edge best business practices, deliver innovative programs, and partner with elite technology manufacturers and application service providers. Over the years, Digitel Systems Inc. has leveraged this relationship to consistently deliver benefits to their customers that are simply unavailable to other technology providers. For example, Digitel Systems Inc. is able to leverage the buying power of approximately 130 technology providers to receive deep discounts from manufacturers, and provide a lower cost to the customer. The bottom line of this partnership is that Digitel Systems Inc. is better positioned to enhance employee productivity and increase profitability than any other technology provider in the market.

"We continue to be impressed with Digitel Systems Inc.'s stern commitment to their customers. At the end of the day, business owners are concerned with the bottom line and new technology is pointless if

it doesn't increase your overall profitability," commented Stein. "Digitel Systems Inc. has always focused on this fact and it shapes their recommendations and suggestions when working with their clients. As a result of this approach, their customers continue to thank them and I see a very bright future for Digitel Systems Inc.," added Stein.

With growth opportunities on the horizon in 2013 many businesses are looking for ways to prepare for the large influx of sales they expect to see. This change will be driven by macroeconomic factors, but will be sustained by a business's ability to keep up with demand. Many businesses are investing heavily in technology and enlisting the help of elite technology providers like Digitel Systems Inc. to make sure that whenever that wave of sales arrives, they're ready to ride it all the way to the bank.

### **DIGITEL SYSTEMS INC.**

Founded in 1984, Digitel Systems is a leader in voice communications in British Columbia. The company's mission is to increase its customers' profitability, improve their productivity and give them a competitive advantage by implementing the right technology.

Digitel Systems is the only provider that protects its customers from the two risks of technology – obsolescence and cost. Digitel Systems has earned the position as the market leader and its customers' business through quality products and services.

As a premier member of Technology Assurance Group, Digitel Systems is the ultimate resource for business phones systems, using voice over internet protocol (VOIP), session initiation protocol (SIP) and audio/web conferencing. Digitel also provides comprehensive disaster planning

and recovery for local and wide area voice networks.

Digitel Systems delivers future technology today! For more information please call 604-231-0101 or visit [www.digitel.ca](http://www.digitel.ca).

#### **ABOUT TECHNOLOGY ASSURANCE GROUP (TAG)**

Technology Assurance Group, LLC (TAG) is an international organization of leading independently owned business communications companies. TAG provides its members with the competitive advantages necessary

to achieve a dominant position in their marketplace. Members benefit from programs including strategic partnerships with communication solution providers, best business and management practices, and advanced sales training programs. TAG's mission is to increase its Members' sales and profits through education and to ease their introduction of new technology to the marketplace by leveraging their combined intellect and purchasing power. For more information on TAG, please call 858-673-5800 or visit [www.tagnational.com](http://www.tagnational.com).