



RESELLER SPOTLIGHT

POWER SYSTEMS

POWER SYSTEMS AND TALKSWITCH — AN IDEAL CHOICE FOR COMPANIES PROVIDING PROFESSIONAL SERVICES

For Power Systems, selling TalkSwitch products makes good business sense. “Small businesses make up a huge percentage of our customer base,” says Power Systems President Steve Fatula, “when customers come to us looking for a telephone system that gives them a lot of features at a great price, TalkSwitch is always at the top of the list. Their products offer ideal solutions for those businesses.”

In business since 1998, Dallas-based Power Systems is a specialist in telecommunications and home networking, serving customers across the United States. Its reputation for outstanding service, customer support and value has helped the company carve out a niche as one of the nation’s leading distributors.

“We’ve worked hard to earn the trust and respect of our customers,” says Fatula. “They know that when they come to Power Systems they are going to not only get a product that delivers great value to their business, but that they’ll get outstanding support and a dedicated group of people that stand behind the products we sell.”

OUTSTANDING SERVICE, CUSTOMER SUPPORT AND VALUE HAS HELPED THE COMPANY CARVE OUT A NICHE AS ONE OF THE NATION’S LEADING DISTRIBUTORS.

A TalkSwitch reseller since 2003, Power Systems earned recognition as a Platinum level reseller — the highest designation possible — in 2005. The company sells, installs and supports all TalkSwitch systems and offers a variety of products that compliment and augment them.

Power Systems has demonstrated a proficiency at selling TalkSwitch solutions into businesses focused on providing professional services, such as IT Consultants, Real Estate offices, and Legal firms. That proficiency earned Power Systems the *Vertical Reality* incentive included in the *TalkSwitch &You* Channel Partner Program.

“We’ve enjoyed a great relationship with the team at TalkSwitch,” Fatula says. “They understand what our small business customers need, and make sure we have the tools we need to sell more product. It’s been beneficial for both companies and we are confident that our mutual success will continue.”

Power Systems can be found on the web at www.powersystemsdirect.com.

About TalkSwitch

TalkSwitch® designs and develops award-winning phone systems for small, multi-location and franchise businesses. Since its establishment in 1990, TalkSwitch has dedicated itself to developing PBXs and IP PBXs that tens of thousands of small businesses across North America rely on. With a growing global network of resellers, distributors and partners, TalkSwitch phones and phone systems are changing the way small businesses communicate. For more information, please visit our website at www.talkswitch.com, or call us toll free in North America at 1.888.332.9322. In all other markets call +1.613.725.2980.