



## 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>.