



SOME OF OUR CUSTOMERS THINK WE ONLY DO PHONES, WELL THINK AGAIN

Maryland Telephone Becomes A Full Service Provider Through Strategic Partnerships

TOWSON, MD — February 24, 2008 — Have you ever conducted business with a company hoping they could meet all of your needs on a project and after further investigation found out they couldn't? Well, you're not alone if you've had this experience. Finding a one-stop-shop that provides solutions for all of your needs is extremely difficult in today's business environment and the same situation exists in the telecommunications industry.

Does McDonald's make you go somewhere else for fries to go along with the burger you just purchased? The answer is no, because they want to keep you as a customer. Companies that provide you with a soup to nuts solution can be very valuable to your overall success, potentially saving you enormous amounts of time and money. Most telecommunications companies today only have the knowledge and capability to provide you with telephones. If you're in the market for additional telecommunications services such as teleconferencing or long distance service you will probably have to go somewhere else. However, there are industry leaders that are emerging such as Maryland Telephone who possess end-to-end solutions.

Companies like Maryland Telephone separate themselves from their competition by strategically partnering with other experts in the field of

telecommunications. Through their membership with Technology Assurance Group (TAG), a national organization of leading telecommunications companies and its distribution agreements with Verizon, Inter-Tel and Mitel, Maryland Telephone has the benefit of partnering with organizations at the forefront of the industry. Strong partnerships with each of these respective companies, enables Maryland Telephone to provide additional telecommunications solutions to its customers, thus becoming a one-stop-shop. Some of these essential business solutions include:

- Dial tone & Long Distance Service
- Broadband
- Teleconferencing
- Videoconferencing & Online Meetings

Based on the services a customer may purchase, the cost savings may be so great that they can actually justify the cost of a new phone system. In many instances the monthly savings offset the monthly cost of adding or upgrading a new voice and data system. "Our customers have greatly benefited from the partnership we have created with Verizon. Not only are we now our customers' total solution for their telecommunication needs, we can do it in a way that's monetarily advantageous to them. Our

customers are happy because they don't have to deal with multiple vendors, which gives us a significant edge in the marketplace," said Michael Cook, president of Maryland Telephone.

ABOUT MARYLAND TELEPHONE

Since 1974, Maryland Telephone has been a leading provider of innovative telecommunications solutions. The company offers comprehensive, high-quality communications services including business telephone systems, computer telephony integration (CTI), wireless communications, local and long distance service, networking, broadband connectivity and videoconferencing. Through the company's strategic partnerships with major manufacturers including Inter-Tel and Verizon, Maryland Telephone brings state-of-the-art communications products to market. Maryland Telephone's mission is to reduce its customers' costs while improving their telecommunications capabilities. As basic as this mission statement sounds, it has been a successful one for the company, ensuring consistent growth and helping expand into the global marketplace. For more information on Maryland Telephone, call 800-296-7201 or visit www.mdtelephone.com.