



Maryland Telephone Assists Small to Mid-Sized Companies Facing the Challenges of the Recession with an Innovative Technology Buy Back Program

Current Technology Assurance Plan's (C-TAP) Buy Back Option is Gaining in Popularity Due to the Economic Slowdown

TOWSON, MD — May 29, 2008 — Maryland Telephone, an industry leader in business communications, announced today that the company is assisting the region's small to mid-sized companies facing the challenges of the recession with an innovative technology buy back program that's becoming increasingly popular. Maryland Telephone has generated greater awareness to the company's Current Technology Assurance Plan's (C-TAP) Buy Back Option. This unique program enables Maryland Telephone to offer cash back to a customer for their existing communications system. By taking advantage of this valuable opportunity, companies will enjoy all of C-TAP's benefits, while reinvesting the money they receive from Maryland Telephone and their strategic partner GreatAmerica Leasing Corporation back into their business where they need it most to weather the current economic environment.

"Talk to almost any business owner and they will tell you that they're preparing for the worst," said Michael Cook, president of Maryland Telephone. "We're offering a tremendous program that will put cash back into the hands of these businesses so they can continue to grow regardless of the economy. Plus, they will reap all of the advantages that C-TAP has to offer."

Since its inception in 2005, C-TAP has become the telecommunication industry's most innovative program. C-TAP ensures

that the technology and information systems of small to mid-sized companies remain current. C-TAP encourages companies to incorporate the latest in technology through refresh that begins in 24 months without a change in their fixed monthly payment. In addition, new equipment and applications are installed without labor charges. Technology can be added as needed within a fixed cost that can be absorbed by an organization's operating budget.

When companies originally bought for a cash price opt for the Buy Back Option they automatically become a part of C-TAP. The age of the system will determine the amount of cash back they will receive from Maryland Telephone. When the transaction occurs, the customer makes monthly payments reversing the original outlay for system's large capital investment. In order to qualify for the Buy Back Program, Maryland Telephone's customers will need to meet specific criteria including credit approval from GreatAmerica.

Companies that take advantage of the C-TAP program will immediately receive an array of benefits including unlimited in-house moves and changes, unlimited remote programming, routine software upgrades, call accounting analysis, storage system and backup, priority queuing for adds, moves, changes, a guarantee of inventory on hand, preferred maintenance, and periodic replacement of handset and station cords. C-TAP also provides businesses with professional services such as unlimited training, annual audit of connectivity charges, and annual preventative maintenance visits.

"Technology has to do two things in order for any business to embrace it," added Mr. Cook. "One is to increase profitability the other is to give a competitive advantage. This is even more prevalent during times of a recession. C-TAP essentially gives companies the freedom to manage their capital wisely now and moving into the future, while not having to worry about losing competitive advantages because they're utilizing antiquated technology."

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.