

Phone Service Contracts

Very Bad for You Good for the Phone Company

Contracts are just a sneaky way to get you to pay too much and lock you into those high rates for a long period of time

Small Benefit for You

As inducement to agreeing to a contract you may be offered a monthly discount or a waiver of setup fees. It may seem like a good deal, but it is really a very bad deal for you.

The Devil is in the Fine Print

The phone company does not want you to read the fine print, and will often gloss over the contract details or even trick someone else in your organization into 'approving' the contract. Don't let that happen to you, because the fine print will contain a HUGE early termination penalty!

Huge Early Termination Penalty

Early termination penalties are typically 50% to 100% of all remaining payments! That is a huge amount, and far exceeds any discount or cost savings received.

Let's See the Numbers

Here is a 3 year contract on a \$200 bill with a 10% discount on the quoted price of \$133.

Month	Savings Each Month	Cummulative Savings	Early Termination Penalty
1	13	13	7000
2	13	27	6800
3	13	40	6600
4	13	53	6400
.	.	.	.
33	13	440	600
34	13	453	400
.	.	.	.
36	13	480	0

This qualifies as the poster child for a draconian contract. For a total savings of \$480 you are exposed to a \$7000 early termination penalty, and your savings do not exceed the penalty until the 34th month of the contract!

Phone Essence offers:

- Far more features
- Lower operating costs
- Small initial investment
- Future proof design

The Dissappearing 'Discount'

Not Everything is Discounted

The discount will only apply to the quoted price for your phone service, and not to the extra taxes, fees and surcharges. The extra charges will total 50% to 75% of the quoted price. That means that if you a offered a 10% discount you will actually be getting only about a 6% discount on the total bill.

Not only are they not discounted but Most of the Extra Charges are NOT Taxes

The phone company wants you to think they are all taxes, but that is NOT true. The majority of the extra charges go straight into the phone company's pocket and no where else!

You Wind Up Paying a Higher Price

Costs are coming down in the telecommunications industry. Today's 'discounted' price is tomorrow's standard price and a high price the day after. By getting stuck in a contract you are locking yourself into high prices in the future.

How Can I Avoid a Bad Contract?

Get your phone service from Phone Essence. No contracts, no extra fees or surcharges; just better prices & better service.

The Phone Essence Advantage

The telecommunications industry is full of providers trying to differentiate themselves by claiming better value, service or solutions. But they are all actually selling the same product; expensive and inflexible hardware using yesterday's circuit based technology.

Phone Essence Business Phone Systems are truly different. We offer far more features for a lower price because our systems use computers, Internet technology and are 100% packet based. We bring the essence of the Internet Revolution to voice communications.



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