

The G2 Solution

G2 Solutions Dealer Support Corner
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Wishing you a healthy & prosperous year

January 2006

INDUSTRY UPDATE . . .

Mergers and Acquisitions

The range of new technologies from Internet telephony and wireless communications to on-demand television has forced an unprecedented market shake-up in the telecommunications industry. 2005 witnessed the acquisition of AT&T by SBC Communications and the purchase of MCI by Verizon as well as smaller buys such as WilTel Communications by Level 3.

The AT&T heritage stretches back to the 19th century, but Ma Bell never fully recovered from its break-up into the various Baby Bells in the 1980's and thus found itself bought by SBC for \$16.9 billion. Although SBC had market momentum on its side, it recognized the global value of the AT&T brand and is now adopting the AT&T name. Look for a tremendous marketing campaign by AT&T in 2006 to further cement its image in our consciousness.

The \$8.5 billion MCI merger, first announced in February 2005, has now finally cleared the final regulatory hurdles. The merger will give Verizon, best known as a wireless and local phone provider, access to MCI's enterprise and government customers, as well as the company's Internet-Protocol based backbone, which reaches into more than 40 countries.

Leucadia National sold its WilTel subsidiary to Level 3 for \$486 million at the end of 2005. CEO James Crowe of Level 3 says, "There is a unique and compelling fit between the companies. We expect the acquisition to double the size of our existing communications business."

DO NOT CALL Lists for Cell Phones

Cell phones have been released to telemarketing companies and you may have already started to receive sales calls. **YOU WILL BE CHARGED FOR THESE CALLS.** To prevent this, call 888-382-1222 from your cell phone. It is the National DO NOT CALL list. It will block calls for five (5) years. Alternatively, go to <http://www.donotcall.gov> and list up to three numbers at a time.

IMPORTANT INFORMATION

General Office
1475 Powell Street, Ste 202
Emeryville, CA 94608
(510) 895-9600 – Office
(510) 985-0363 – Fax

Pricing Request
Mannie – MGalon@g2sol.net
(925) 708-8080 – Cell

Customer Service
(800) 240-1800 – Support
(800) 598-1900 – Support fax
Support@g2sol.net
Sally – SRogers@g2sol.net
Craig – CKaufman@g2sol.net
Commissions
Tom – TGoren@g2sol.net
(510) 985-9699 - Direct

G2 Corner...

VoIP – Keep your eye out for an announcement of our new VoIP product. We expect to have some exciting news very soon!

Conference Calling

G2 is please to announce a new Conference Service at very attractive pricing.

- ✓ Do it yourself dial in - \$0.06 per minute/connection
- ✓ Do it yourself Toll Free - \$0.10
- ✓ Unlimited flat rate -\$150.00/mth up to 10 connections

Benefits from SBC Resale

Reselling SBC services bring with it numerous benefits to the customer and the dealer.

For the customer –

- Easy to read bill, services itemized by type and charge
- Services converted "AS IS" keeps ALL lines and features
- Lines secure against slamming
- Exceptional support 24x7; easy to place orders

For the Dealer –

- Earn commissions on existing and new services
- Save time by placing order quickly and simply
- Become a true single-point-of-contact for your customer thru G2
- Complete support from analysis to customer service

Please Note – SBC DSL service can't be converted.

LET'S TALK!

G2 Solutions works hard behind the scene to add and integrate additional services and providers aiming at becoming a true *Single Source for Telecommunications!*

To that end, we have developed two parallel tracks of services:

- A complete suite of services for which G2 Solutions provides the implementation, billing, and support. These services include:
 - Local – Business Lines, Centrex, PRI, Local T1 (SuperTrunk) and Integrated Voice & Data circuits.
 - Long Distance – Switched and Dedicated
 - Private Lines – P2P, FR, etc.
 - Data – Dedicated Internet Access (DIA)
- Since not all providers offers a wholesale program, G2 has established an agency relationships with ALL major and regional service providers where services can be placed to supplement and extend G2's coverage. These services include:
 - Local – lines, PRI, T1 (SuperTrunk) and Integrated Voice & Data circuits.
 - Private Lines – P2P, FR, etc.
 - Data – ADSL, SDSL, DIA.