



Chad Tester
COO

Dominion Voice and Data Educates Customers on How to Replace Manufactured Discontinued Phone Systems with Today's Cloud Technology

*Leader in Unified Communications
Increases Customer Profitability by
Cost Justifying New Cloud Voice
Solutions*

MIDLOTHIAN, VA – September 2019 - Dominion Voice and Data, a leader in unified communications, announced today the company has launched a campaign to educate their existing customers on a dilemma facing many growth-oriented business owners. It's no secret that as technology continues to advance, antiquated phone systems become more obsolete each year. As time rolls on, lack of functionality becomes more pronounced, leaving business owners with outdated equipment that hinder productivity. As manufacturers move on to innovating and building better versions of their technology, business owners with older phone systems find a very tough time getting support, finding replacement parts and receiving maintenance. The greatest risk facing these businesses is that when the outdated phone system stops working, which is usually once every 5 years, this causes costly downtime because the whole office shuts down and usually takes days to get back up and running. Most business owners shudder to imagine what it would be like to have their office phones down and how expensive it would be to have a team doing nothing at the office.

While most unified communications providers simply let this happen to their customers, Dominion Voice and Data created a brand new program to solve this problem once and for all. The most exciting part is that not only does it solve this problem, but it prevents it from ever happening again throughout the entirety of the relationship, by taking telephony to the cloud.

"Cloud voice is the answer," stated Chad Tester, COO of Dominion Voice and Data. "Our cloud voice solution works so well because it is dynamic. It is constantly being updated, upgraded and improved to ensure that our customers continuously receive maximum performance from their technology. Furthermore, cloud-based technology is much safer because it spreads the risk of single device failure throughout the cloud instead of being hinged on one physical location. Additionally, our Cloud voice program is unique because it is set-up on a month-to-month agreement, so we get to earn our customers' business every month. This eliminates all risk of transition and fundamentally shifts our relationship to much more of a partnership than anything else. This mindset shift aligns all employees, customers and management for the same goals. In essence, we do well, when our customers do well."

Cloud voice makes the most sense for business owners because the phone system is the bloodline supporting all other communications within an organization. Cloud voice is also the most affordable in most cases because the technology can be completely cost justified. CEOs can now make technological improvements to their businesses on-the-fly, without the large capital outlays that are often associated with company infrastructure investments. This is precisely why this program is so revolutionary. Tester added, "Another reason why this works so well is because a small, predictable operating expense is much better than a huge, unexpected capital expense, especially from a cash flow perspective."

Dominion Voice and Data is shifting the way in which business is done. Business owners can now have regular updates, upgrades and automatic improvements to their phone system through the cloud, without seeing any increases in their monthly bill. The company is proactively advising customers with outdated technology of the impending dangers associated with manufacturer discontinued phone equipment and is sharing this revolutionary cloud voice program with them. Dominion Voice and Data is paving the way for other unified communications providers

to raise the industry standard across the board.

ABOUT DOMINION VOICE AND DATA

Dominion Voice and Data is Central Virginia's Leading Cloud-Based Managed Services Company. Our mission is to advance our client's business goals through delivery of superior

technology solutions and world class support.

At Dominion, we are your trusted technology adviser and reliable business partner so that we can design you a solution that fits your business model.

Dominion Voice and Data is committed to maintaining the confidentiality of information that belong to our customers, especially Protected Health Information. To

that end, we adhere to the requirements of the HIPAA Privacy Rule and the HIPAA Security Rule. We comply with all Business Associate obligations under HIPAA/HITECH, enabling Dominion Voice and Data to provide the highest level of services to our customers involved in the healthcare professions.