



# Personalized Solutions Equipment for Services Program

Since 1998, PAETEC has funded over \$70 million in equipment and software for more than 3,500 customers, including:

Arnoff Moving & Storage  
Clear Channel Broadcasting, Inc.  
Dannible & McKee, LLP  
Freightliner Trucks of South Florida  
Haylor, Freyer & Coon, Inc.  
Hudson Home Health Care  
Keystone Mercy Health Plan  
St. Peter's Health Care Services  
The American Red Cross  
Zenith Acquisitions Corp.

## What is Equipment for Services (EFS)?

EFS is an exclusive profit sharing program that allows PAETEC customers to use part or all of what they pay for their telecom services to subsidize equipment and software purchases.

## What can be subsidized?

PAETEC can help our customers subsidize equipment such as copiers, computers, printers, GPS systems, PBXs, and routers, and software such as office, engineering, and design programs. Roughly 70% of our customers' monthly lease payments are subsidized.

## What vendors does PAETEC work with?

To offer our customers the highest-quality solutions, PAETEC works with over 350 providers such as Avaya, Cisco Systems, and Alcatel-Lucent. PAETEC is vendor-agnostic and willing to work with your preferred vendor.

## Why does PAETEC offer programs to help subsidize our customers' purchases?

EFS differentiates PAETEC from the competition, while allowing our customers to purchase business-critical equipment and software that they otherwise might not be able to afford. In addition, customers that utilize our programs generally commit to longer-term agreements and grant PAETEC more of their telecom services, contributing to customer loyalty.

## Case Study:

# St. Peter's Health Care Services

"In my 25+ years in the business, I have never received the type of service that I am currently enjoying today. I recommend that if anyone would like to save money and streamline communications needs, your next call should be to PAETEC."

George W. Seabury  
*Manager, Telecommunications  
& Electrical Engineering  
St. Peter's Health Care Services*

Like all non-profit enterprises, St. Peter's strives to lower costs and streamline operations, without sacrificing its nationally recognized high standards of patient care.

The institution had a tight operating budget, with any available funds dedicated to purchasing medical equipment and services that would improve patient care. As a result, St. Peter's communications network was old and unreliable. In fact, its analog service over copper lines averaged seven out-of-service trunks every day.

Attaining reliability was St. Peter's Communications Department's number one objective, but the estimated funds needed to upgrade the system were simply unavailable. PAETEC's EFS program was the perfect solution for St. Peter's, providing the unique option to acquire equipment with no capital outlay.

Today, St. Peter's connects its seven locations with 15 T-1s, operates over state-of-the-art PBXs, and utilizes PAETEC's local, long distance, and toll-free services. With EFS, the healthcare institution received PAETEC's competitive rates, over \$250,000 of equipment upgrades, and one monthly bill for all of its equipment and voice services.