



## **Cascade Telecommunications Announces Business Communications System Buy Back Program**

*Companies to Benefit from a New  
Program Within the Current Technology  
Assurance Plan (C-TAP) to Ensure  
Implementation of Latest Technology*

BEND, OR — April 26, 2007 — Cascade Telecommunications, Inc., an industry leader in telecommunications, announced today that the company launched the business communications Buy Back Program, a new component of the Current Technology Assurance Plan (C-TAP). The Buy Back Program embedded in C-TAP gives Cascade Telecommunications the ability to offer cash back to a customer for their existing communications system. By taking advantage of this unique opportunity, companies will enjoy all of C-TAP's benefits, while reinvesting the money they receive from Cascade Telecommunications and their strategic partner GreatAmerica Leasing Company, back into their business.

Since its inception in June of 2005, C-TAP has emerged as the telecommunication industry's most innovative program. C-TAP ensures that the telecom and information systems of small to mid-sized companies remain current. C-TAP encourages companies to incorporate the latest in technology by giving them the ability to refresh their phone equipment after 24 months without a change in 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. Essentially, C-TAP allows continuing implementation of new technology within a set guideline.

Cascade Telecommunications' customers on the C-TAP program will receive numerous benefits. These benefits include unlimited in house moves and changes, unlimited remote programming, routine software upgrades and patches, call accounting analysis, storage system and backup, remote database backup, records and training

updates for the equipment administrator, and an annual audit of connectivity charges. C-TAP also provides businesses with special customer service provisions including: priority queuing for adds, moves, changes, dispatch of service calls, a guarantee of inventory on hand, preferred maintenance, periodic replacement of handset and station cords, and annual preventive maintenance visits.

When companies opt for the Buy Back Program they automatically become a part of C-TAP. The age of the system will determine the amount of cash back they will receive. For example, if a system is 12 months old Cascade Telecommunications will pay the customer 80% of the original cost. When the transaction occurs, the customer makes monthly lease payments reversing the original outlay for system's large capital investment. Thus, the customer always keeps their technology current moving into the future and now they show a fixed cost in their operating budget from lease payments. In order to qualify for the Buy Back Program, Cascade Telecommunications' customers will need to meet specific criteria including credit approval from GreatAmerica.

"Our goal with C-TAP and the Buy Back Program is to have a proactive versus reactive relationship with our customers," said Sandy Morse, of Cascade Telecommunications. "The addition of the Buy Back Program provides us with the tools to help achieve our mutual goals. These goals include providing our customers with the highest level of customer service in the industry and at the same time offering the latest in business communications technology at a fixed cost. Furthermore, C-TAP supports our mission of helping our customers increase their profitability, while achieving a dominant position in their marketplace."

**ABOUT CASCADE  
TELECOMMUNICATIONS, INC.**

Cascade Telecommunications is locally owned and operated and is Central Oregon's business owner's first choice for over 16 years. Cascade Telecommunications goal is to provide each client a custom designed telecommunications solution that not only enhances their customer's experience, but also provides increased profitability and a competitive advantage. Cascade Telecommunications is a single source contact for all voice, data, and video needs.

Cascade Telecommunications provides industry-leading products with Factory Certified Technicians, Sales and Customer Service Staff, to ensure customer satisfaction by maximizing system performance.

Cascade Telecommunications provides around the clock service to ensure system reliability with the mission critical nature of the telecommunications. Cascade Telecommunications offers comprehensive service 24 hours a day, 7 days a week and emergency service guaranteed within 1 hour.

For more information on Cascade Telecommunications, call 541-388-5158 or visit [www.cascadetel.com](http://www.cascadetel.com).

### **ABOUT GREATAMERICA LEASING CORPORATION**

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