

# Tax Credit for New Mitel Business Communications System Earns Brawner Paper Company Quick ROI

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Tax season is everyone's favorite season of the year, right? Well, maybe not for all of us, but for the Brawner Paper Company, it is this year.

Made aware of a little-known tax credit when the company purchased its new Mitel MiVoice Business 3300 communications system from TeleComp, (formerly Co-nexus Communication Systems), they were able to see a return on their investment in just 13 short months versus the normal 36.

Coupled with the federal government's Section 179 Tax Rebate (part of Congress's small business stimulus plan) and a level of service agreement they negotiated with Brawner's carrier that changed services from PRI to SIP technologies, TeleComp was able to save the paper company several thousand dollars in communications costs by selecting its new premise-based Mitel system.

TeleComp, a certified Mitel Platinum vendor, showed Brawner how they could take advantage Mitel's Pathways program, a special promotion designed specifically to help previous Toshiba and ShoreTel customers, like Brawner, convert to a Mitel platform. The program provides deep discounts on the platform's primary controller, licenses, and telephones.

The platform is also on the approved products list for Section 179, which allowed Brawner to receive 35 percent of their total purchase back in a single tax write-off.

Besides a great price, what did Brawner get with their new Mitel system?

"We needed a system that addressed three key issues for us," said Bucky Zehm, vice president of the nearly 75-year-old paper and janitorial supply company in Houston, Texas. "First, our old system was saddled with outdated technology from the 2000's that couldn't be upgraded. Second, being in a Gulf-coast city like Houston that's prone to hurricanes, flooding, and other storms, we're always concerned about business continuity, which led us to our third criteria, a reliable, fully redundant system so we never have to worry about missing a call."



TeleComp was able to check off all those concerns – and more – with delivery of the Mitel MiVoice Business system.

MiVoice Business is an easy-to-use unified communication platform for organizations that delivers voice, messaging, mobility, presence, conferencing, collaboration, and applications. A software-driven (vs. hardware) system, updates can be made with a simple software upload, so Brawner no longer must worry about costly upgrades to keep up with changing technologies, including virtualization. System administration is handled onsite by Brawner staff, so no extra charge for outside tech support either.



#### ABOUT BRAWNER PAPER

Founded in 1946, Brawner Paper Company, Inc. has been a driving force in the paper and janitorial supply industry for over 70 years. Through outstanding service, competitive pricing, and a knowledgeable staff, Brawner continues to deliver its products to thousands of customers in the greater Houston area.

#### About TeleComp

TeleComp was founded in 2003 in Northwest Arkansas after the merger of three smaller telecommunications and computer companies. TeleComp expanded to Little Rock in the following years. TeleComp specializes in Hosted Cloud phone systems and contact centers utilizing its own proprietary cloud platform, TeleCloud. Additionally, as a Tier 3 Phone and Internet Carrier, TeleComp delivers business fiber through its own fiber network and wholesale agreement with AT&T. In 2018, TeleComp secured its Platinum statuses with both Mitel business telephones and AT&T Partner Exchange program providing fiber sales and service, which makes it one of the largest service companies in the United States.



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