

For Immediate Release  
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## **DELTA TELEPHONE HELPS PRINCE GEORGES COUNTY SCHOOLS EXPAND ITS PHONE NETWORK AND SAVE MONEY AS WELL**

ANNAPOLIS, Md. (Nov. 25, 2008) – DELTA TELEPHONE & CABLING, Inc., a leading local provider of advanced telecommunications and data services, was recently awarded a renewal of the annual maintenance contract for the upkeep of the phone system serving the Prince Georges County Public Schools.

Delta, which had been in charge of maintenance of the county government's phone system for the past several years, was tapped to procure and install phone systems to new schools and administration buildings throughout the county. Delta provides Voice over Internet Protocol (VoIP) or digital technology for these applications. At one point, Delta saved the county thousands of dollars in unnecessary expenses by installing two mid-sized Business Communication Managers systems designed to work in tandem at the school system's giant Largo administration building. This solution was chosen over a larger, more expensive pure PBX.

"Delta is not trapped into more expensive solutions that restrict many telecom firms today," said Chris Muhly, Delta's Senior Account Executive. "For example, many telecom providers can only provide VoIP solutions, which are almost always more expensive and frequently not what the client needs. Yet some other vendors represent them to the buyers as less expensive. Delta seeks the most cost effective solution that meets client requirements while saving them money in the long run."

Founded in 1981, Delta Telephone & Cabling and Delta Data Services provides high-quality voice, data and video communications products, design, installation, and services from industry-leading manufacturers. A leading provider of NORTEL Voice and Data products in the Washington/Baltimore region, Delta has built a team of telephony and information technology specialists dedicated to the highest levels of customer support. The team of certified technicians and engineers is on call 24 hours a day with access to equipment inventories for fast and efficient response. Delta offers customers the most extensive warranty coverages, including a Gold Star Maintenance Program, giving them total control over system cost and functionality.

For further information, please contact David Lanzi, President of Delta Telephone & Cabling Inc., at 301-261-3048.

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