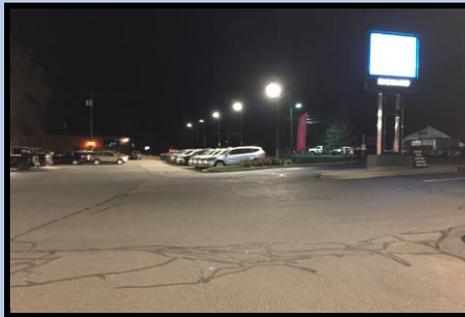


## Richard Chevrolet Has A Bright Idea!



Before: **1,000 Watt** Metal Halides



After: **261 Watt** LED's

Richard Chevrolet, located on Route 10 in Cheshire, has been family owned and operated for over 40 years. Jason Vianese, the General Manager, was interested in completing the finishing touches of their state-of-the-art showroom and service check-in by considering an upgrade to LED's outside. But, he was hoping to cut costs while simultaneously improving the lighting. Mission accomplished!

According to Jason, "The LED lights give us a brighter and cleaner light. Our security cameras typically change the picture to black and white at night, but now the picture stays colored at night because the cameras still think it is daytime. Dave did a nice job making sure we had the appropriate vendor and lighting."

## So What's In Store For 2018?

It's hard to know exactly what to expect for 2018, but if recent history is used as a baseline, here are some logical possibilities:

- The number of customers who switch over to Hosted Phone Service Solutions will continue to grow
- LED solutions will continue their dominant growth, with new products constantly being introduced
- Depending in large part on how brutal the next 2 winters are, electricity supply rates will continue to fluctuate

## Are Maintenance Plans Necessary?

For years, maintenance plans have worked similar to insurance: It's something you don't want to use, but is great to have when you need it!

With the so many technological advances in the past 5-10 years, there has been a paradigm shift in both the telecom & energy industries when it comes to the importance and depth of maintenance plans.

Today, with the increasing implementation of hosted phone systems, the need for a maintenance plan has been minimized, since the expensive part of the system (the "brain") is maintained and upgraded remotely by the provider.

On the energy conservation front, the longevity and dependability of LED products inherently lowers the need for extensive maintenance plans.

Maintenance plans may still be worth considering with Hosted Phone Systems & LED Solutions, but since there is so much less to maintain, the overall cost should be much lower than in the past.