

What Will the Major Accounts Group Program Do for **You?**

## Major Accounts Group Program

- Professional support from one of over 250 authorized Iwatsu distributors assigned to your region
- Budgetary security with uniform labor and equipment pricing, and no hidden fees
- Simplified accounts payable processing with centralized billing and no upfront costs
- Flexible option of no down payment after credit qualification
- Available training and certification enabling you to maintain your own system and significantly reduce maintenance costs
- Current technology applications and standardization of all your business locations for lower overall costs and efficient customer support



## Major Accounts Group & What They Say:

### **A.G. EDWARDS & SONS**

A full service national brokerage firm headquartered in St. Louis, Missouri, A.G. Edwards & Sons has been an Iwatsu Major Account for nearly 10 years. More than 250 A.G. Edwards locations have Iwatsu systems installed through the Major Accounts Group Program.

*"A.G. Edwards has over 700 locations across the country. Our success has in part been due to the outstanding performance of our Iwatsu equipment and that of the Major Accounts Group as a whole. I know I can count on quality, commitment and price when I deal with Iwatsu."*

*Tom Hamilton  
Manager, Branch Voice Communications  
A.G. Edwards & Sons*

### **CINTAS CORPORATION**

Headquartered in Cincinnati, Ohio, Cintas is the largest uniform supplier in North America and has been recognized by Fortune Magazine as one of the most admired companies for three consecutive years. A major account for two years, Cintas has already installed Iwatsu systems in more than 40 locations.

*"The Cintas telecommunications department has been elating Cintas field offices all over the U.S. with the installation of new Iwatsu phone equipment. The Iwatsu Major Accounts Group has proven to be a very beneficial decision financially and because of the ease with which the program works. The Iwatsu product features have blown away the end users, and installation and on-going support have normally gone beyond expectations."*

*Elaine Mullins  
Cintas Telecommunications Project Leader  
Cintas Corporation*

### **FLIGHT SAFETY INTERNATIONAL**

Flight Safety is the world's leading aviation training company training over 65,000 pilots annually in the U.S., Canada, Europe and the UK. Headquartered at LaGuardia airport in New York, Flight Safety has been an Iwatsu Major Account for 10 years and has standardized all of their North American locations with the Iwatsu system.

*"Dealing with the major accounts group team gives me one source for which to communicate all my needs from Iwatsu. Flight Safety has about 40 sites with Iwatsu equipment and dealing with a centralized group makes it easier for me to make and follow up on all orders."*

*Jim Lavin  
Corporate Director of Plans & Cost Analysis  
Flight Safety International*

