

Discounts on Wireless Communications

chapter three

Your clients no longer have to pay retail rates

EC PURCHASING MEMBERS enjoy ongoing, discounted monthly access fees from two major wireless carriers: Verizon and Sprint/Nextel. These savings are available to both new and current wireless service subscribers, and there's no need to purchase a new device or extend a contract.

The monthly access rate savings are 19% with Verizon, and 20% with Sprint/Nextel; members can arrange for the discounts with a simple request. There are also discounts available on equipment and accessories.

How to receive the EC Purchasing Discounts

MONTHLY ACCESS DISCOUNT FOR EXISTING WIRELESS SUBSCRIBERS

To apply for the discounted rates, members log on to the EC Purchasing web site and select a wireless provider under the "Wireless" tab. Members who already have a plan with either carrier can

simply provide their wireless phone number, billing address, and last four digits of their social security number using the "Existing Customer" function.

Members who request the discounted rates will receive a confirmation email from some carriers (Note: Verizon does not send email confirmations). EC Purchasing advises members to save these emails in case the discounts fail to appear.

The monthly access fee discounts typically take affect two full billing cycles after the application is submitted, but the waiting period can vary slightly depending on the timing of application date and a carrier's regular monthly billing date.

SPECIAL REQUIREMENT FOR VERIZON

Verizon will only discount the monthly access fee to "personally liable" lines; however, devices linked to corporate accounts — usually an employer's account — typically have been placed under "business liability."



To qualify for the discount with Verizon, devices first must be removed from a corporate account (a member's employer can continue to pay the bill, even if this change is made). Instructions for changing from business to personal liability are displayed on the EC Purchasing web site.

LOWER RATES ARE NOT DISCOUNTED

Both Verizon and Sprint will only discount monthly access fees of \$34.99 or higher. For "family plans," the primary line's monthly access fee must be at least \$34.99 to qualify — and only that line receives the discount.

Savings Example:

Monthly Access Fee	\$79.99
Verizon Discount	19%
Monthly Savings	\$15.20
Annual Savings	\$182.38

continued

Don't Pay Retail

for Wireless Phone Use

NEW WIRELESS SUBSCRIBERS

Members who don't have a plan with these carriers can purchase devices on the EC Purchasing site when they set up new service; when they do so, they will automatically receive the discounted monthly access fee.

SAVINGS ON NEW DEVICES AND ACCESSORIES

Many of the wireless devices offered through EC Purchasing — including both voice and data devices — are free. Some of the newest devices are sold at a 50% discount. Verizon discounts accessories as much as 25% off list price.

These savings are only available when members access the products via the EC Purchasing web site. Product offerings change frequently, so members are encouraged to check the site any time they're considering new devices or accessories.



EC PURCHASING

Frequently Asked Questions:

CAN DISCOUNTS BE EXTENDED TO A MEMBER'S EMPLOYEES?

Yes — through the EC Purchasing Affiliate web site. Members can make arrangements by contacting an EC Purchasing Account Executive.

WHAT DO I DO IF MY DISCOUNTS DON'T APPEAR?

If the monthly access discounts don't appear on your bill after three months have passed since you applied, please forward your confirmation email to customer.service@ecpurchasing.com (if you don't have your confirmation, call an EC Purchasing Account Executive for assistance). We'll follow up with the carrier.

HOW LONG MUST I WAIT TO GET A NEW FREE OR DISCOUNTED DEVICE?

The EC Purchasing advantage includes discounted access fees and devices, but doesn't change the terms of your wireless plan agreement, which dictates when you can obtain new equipment.

CAN THE DISCOUNT BE EXTENDED TO TAXES, FEES FOR SPECIAL FEATURES, ADDITIONAL LINES, OR EXCESS MONTHLY MINUTES CHARGES?

Sorry, no. The discounts only apply to the base monthly access fees of \$34.99 or higher.