

Client: SKT Business Communication Solutions
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Project: BTI - Greensburg, KS/ Green Technology Implementation
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SKT Implements Green Technology for Greensburg's BTI

Helping Rebuild a Tornado-Ravaged Business

WICHITA, KS, October 7, 2009 – SKT Business Communication Solutions (SKT), a national leader in unified communications and collaboration solutions, has implemented some of the latest “green” collaboration technology on behalf of BTI, a multi-location John Deere tractor and implement dealership headquartered in Greensburg, Kansas. Through a collection of innovative technology solutions, SKT has enabled BTI to round out the dramatic rebuilding process of its tornado-ravaged business.

BTI will be able to leverage its newly implemented technology advances across all four of its locations, in a number of extremely efficient, yet ecologically friendly ways. SKT has tapped Cisco, the worldwide leader in networking that transforms how people connect, communicate and collaborate, to provide BTI with a number of advanced collaboration technologies. Cisco's Unified Video Advantage video capabilities will dramatically lessen the travel between locations for weekly and monthly meetings by enabling employees to meet virtually using desktop video. Cisco's Unified Presence Server will allow BTI to connect more rapidly with the correct decision makers, increasing profitability, by easily seeing and using real-time status information. For employee flexibility, the Cisco ASA Phone Proxy will enable owners and key remote employees to work from home. Cisco's Wireless Network Controllers will dramatically simplify and enhance access and management of the network anywhere in and around the facilities. Finally, a simple but powerful advantage has been how easy it is to use and operate the new IP-based phones and voicemail capabilities that Cisco's Unified Communications Manager Business Edition and Cisco Unity Connection solutions deliver to the business.

“We've been blessed to have earned BTI's business over the last several years, and work with the Estes family to implement their communications technology” says Joel Keller, SKT's General Manager, “working together with Cisco to implement this solution for BTI was especially rewarding for everyone involved, and will provide the “green” solution that holds true with the theme that BTI has held strong to throughout their entire rebuilding process.”

About SKT Business Communication Solutions

For more than 60 years, SKT has provided the finest in communications solutions. SKT is a national leader integrating voice, video, messaging and collaboration solutions to meet the ever increasing demands of business and industry. SKT's dedicated, expert consultants work closely with clients to plan and execute their unified communications and collaboration initiatives. Whether you are pursuing a full-service approach, or focused training to get started, SKT is experienced in finding the appropriate solution, design and implementation for a client's unique business needs.

About BTI

BTI Greensburg is one of four Estes family John Deere dealerships in Kansas. It is managed by Mike Estes, one of four siblings involved in the fourth-generation family business. The original location, Bucklin Tractor and Implement Company, in Bucklin was founded by the great-grandfather of the current family, and is the source of the BTI name. It is operated by Kelly Estes. Other BTI locations are located in Ness City, Pratt and Greensburg Kansas.