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COMPTEL Partners with UNITEL Insurance to Offer Benefit Packages to Member Companies

UNITEL to Host Webinar on June 19 to Show How Program Can Help COMPTEL Members Control Employee Benefit Costs

WASHINGTON, D.C. – COMPTEL, the leading trade association for the competitive communications industry, today announced that it is partnering with UNITEL Insurance to offer member companies a variety of life and disability insurance packages that will help them control costs and deliver additional benefits to their employees. By taking advantage of UNITEL’s special offer for group and voluntary life insurance and short- and long-term disability benefits through Principal Life, COMPTEL members will be able to get discounted pricing, three-year rate guarantees, underwriting concessions and flexibility in designing their plans.

“Businesses in every industry are faced with hard decisions when evaluating the rising costs of employee benefits, and our member companies are no exception,” said Jerry James, COMPTEL’s CEO. “By working with UNITEL, COMPTEL hopes to enable its members – particularly small and mid-sized companies – to enhance their employee benefits programs, so they can continue to attract and retain the best and brightest individuals with comprehensive benefits at a time when other businesses are scaling back these offerings.”

UNITEL is the largest insurance agency for the communications industry in the U.S. It has been active in the sector for more than 10 years, serving incumbent local exchange carriers (ILECs), competitive local exchange carriers (CLECs), broadband companies and Internet Service Providers (ISPs), as well as newer entrants, such as middle mile providers. UNITEL’s team has more than 100 years of combined experience in technology & communications insurance and risk management. Although traditional insurance markets are most commonly used, UNITEL is able to provide a number of risk management techniques to any insurance problem in order to achieve adequate coverage at an affordable price. Currently UNITEL writes an ancillary benefits insurance program dedicated to communication companies looking to provide employee benefit options at a very competitive price. UNITEL also has other insurance products, including Technology Errors and Omissions, Property and Casualty, and Bonds.

“UNITEL is extremely excited to work with COMPTEL and its member companies. We fully understand the challenges and opportunities facing the industry and look forward to assisting COMPTEL members as they look for ways to control employee benefit costs,” said Ric Stoakes, vice president of UNICO Group, Inc., UNITEL’s parent company. “UNITEL’s relationship with over 400 telecommunications and technology companies allows us to bring our clients competitive pricing and unique benefit design options.”

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June 19 Webinar – Learn More about What UNITEL Offers
COMPTEL members interested in learning more about this new benefits program are invited to attend a free webinar entitled “Trying to Gain Control of Employee Benefits Costs? COMPTEL and UNITEL Can Help,” hosted by Mike Reed, an account executive with UNITEL, on Wednesday, June 19 at 2 p.m. ET (11 a.m. PT).

Reed will discuss how UNITEL Insurance and Principal Life are offering COMPTEL members ways to enhance employee benefit flexibility, extend rate guarantees and potentially save money. If you are interested in learning more, register by Tuesday, June 18. For more information about the webinar, email education@comptel.org or call 202-296-6650.

If you have questions about the new benefit program, contact Reed at 800-755-0048, ext. 7248.

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About COMPTEL
Based in Washington, D.C., COMPTEL is the leading industry association representing competitive communications service providers and their supplier partners. COMPTEL members are entrepreneurial companies driving technological innovation and creating economic growth through competitive voice, video, and data offerings and the development and deployment of next-generation, IP-based networks and services. COMPTEL advances its members’ interests through trade shows, networking, education, and policy advocacy before Congress, the Federal Communications Commission and the courts. COMPTEL works to ensure that competitive communications providers can continue to offer lower prices, better service, and greater innovation to consumers. For more information, visit www.comptel.org.