

**VENDOR OF THE** Month**AudioTel Corp.:**  
in the news and on the move

**B**usiness has never been better. In the last few years, AudioTel Corp. has been steadily increasing its sales – last year by nearly 50 percent. This is a very impressive number; however, when taking a closer look at their sales numbers, you'll find something even more striking. Over the years, more than 80 percent of AudioTel's customers have come back to purchase an additional product.

What keeps AudioTel's customers pleased enough to come back for more? Talk to anyone at AudioTel and you'll find the key to the company's success is ingrained in the very fabric of the company – AudioTel puts its customers first. "Today's market presents financial institutions with many challenges," said Scott Doores, president and CEO of AudioTel, "and everything we do is aimed at helping our customers gain and keep a competitive advantage."

From all accounts, AudioTel has been doing just that. In October 2004, the Independent Bankers Association of Texas presented AudioTel with the organization's highest award for a vendor: the Five Star Award. According to IBAT, member banks were asked to vote for the company that routinely provides not just excellent service, but also innovative solutions that help their banks grow faster, enhance profits and gain efficiency. Voted on by member banks in Texas and Oklahoma, this award is strong praise from AudioTel's customers.

Founded in 1993, AudioTel specializes in software solutions for financial institutions. The company is located in Addison, Texas, just north of downtown Dallas. Situated alongside Addison Airport, the company's new headquarters



**AudioTel**  
CORPORATION

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is a recently remodeled 23,000-square-foot office building that houses more than 50 employees, along with a small fleet of aircraft. As a distinctive and resourceful way to provide customers with timely training or assistance, AudioTel uses the company aircraft and certified flight crew to travel to customers' locations.

**Recent additions**

AudioTel boasts a full suite of products, including proof of deposit, balancing, imaging and document management, as well as Internet banking, voice

response and Web site design and hosting. Just recently, AudioTel added several valuable solutions to its product line. In an acquisition from CeCorp Inc., AudioTel added both real-time voice response and Internet banking systems.

Additionally with this purchase, AudioTel gained real-time interfaces and vendor relationships with leading core providers, such as Fiserv, Kirchman, Precision and Modern Banking Systems. These real-time products and interfaces give AudioTel's customers the advantage of offering up-to-the-minute transactions and information to clientele.

More recently, in January of this year, AudioTel announced the acquisition of the Remittance Plus Series. This scalable suite provides solutions in a variety of situations from microfilm replacement to remittance payment processing.

According to Doores, the Remittance Plus Series will fill an important need for many of AudioTel's customers. "This product will solve the growing need for branch capture and remittance," said Doores, "providing our customers with a way to connect with their commercial clientele."

"We understand the needs of community banks, mid-tier banks, savings and loans and credit unions," stated Doores, "and we put forth every effort to make sure our customers have the tools to remain profitable. From forging strong relationships within the financial industry to pursuing new technologies, AudioTel gets the job done. In fact, we're so confident that you'll be pleased with our products, service and support that we offer a 100 percent money back guarantee."

For more information, call 800-250-4486 or visit [www.audiotel.com](http://www.audiotel.com). **BN**

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