

## Cable Companies Stepping Up

Back in the 1990's, the Cable Companies began competing with the telephone companies for phone service & high-speed internet services. Since Cable Companies had a much newer network (utilizing their newly installed co-axial cable), they were able to offer much higher speeds than the Telephone Companies (Telco's). While the Cable Companies began to grow their list of cable modems subscribers, the Telco's responded with DSL (Digital Subscriber Line) service, but the speeds never seemed quite as fast as what the Cable Companies offered.

Over the years, the Cable Companies have proven to not only be very reliable, but often less expensive than the Telco's, while offering very flexible web-portal access for account management and calling control features. It's usually a good idea to look at both telecom solutions.

## Ballasts vs. Drivers

Older T-8 fluorescent tubes require an external ballast to regulate the lamps and provide the appropriate amount of voltage to turn them on. When upgrading from T-8's to LED tubes, there are 3 options available:

- Re-use the existing ballasts (often a good solution if the current ballasts are just a few years old)
- Replace the existing ballast with a new one (often a good solution for situations with older ballasts)
- Remove the existing bulb & ballast, replacing them with a LED linear T-8 with a built-in driver/ballast (the newest technology)



**Ballast**



**Self-Ballasted**

## Client Corner



OFI, located in Newington, CT, has been in the furniture business for nearly 50 years.

Since our initial meeting in 2012, OFI has relied on Emendee Tech's expertise for many solutions, including their Energy Supply Services, an Energy Upgrade, Telecom Network Services, and most recently, their new Hosted Phone System.

Although their CFO, Mehmet Bakkaloglu, was a little leery at first about going on the cloud, we spent time explaining the benefits and addressing concerns.

According to Mehmet, "The installation went much smoother than expected. And, our monthly bills are now lower!"