

Title:

The Market for Used Business Phone System Equipment

Word Count:

318

Summary:

Business phone systems and the companies who sell them exist in a world all their own. The competition is stiff, with several different retailers and wholesalers carrying the same brands. The competition for used and refurbished business phones and business phone systems is even fiercer, as many companies are searching for equipment that can be used to expand their current system. Often, phone and phone system manufacturers engineer their products so that they aren't universal and will not work with a variety of other products.

Keywords:

Telephone, telephones, phone, phones, telephone systems, telephone system

Article Body:

Business phone systems and the companies who sell them exist in a world all their own. The competition is stiff, with several different retailers and wholesalers carrying the same brands. The competition for used and refurbished business phones and business phone systems is even fiercer, as many companies are searching for equipment that can be used to expand their current system. Often, phone and phone system manufacturers engineer their products so that they aren't universal and will not work with a variety of other products.

This can be a poor selling point for buyers of new business phone systems, but if a company already has a system such as this in place and wants to expand, they have little choice but to use the same equipment. This is the reason why there is such a market for used business phone equipment. It is always much cheaper to hunt down a handset that is compatible with your system than it is to replace the entire system every time you need to add a few phone lines.

Additionally, so many businesses are ill prepared for purchasing the right phone system for their particular needs that they often end up replacing the system in a relatively short time. The old equipment can then be sold or refurbished and sold. Often, wholesalers and retailers will give discounts for new systems if they are able to take the system it is replacing as a "trade in". New and even used terminals, KTX add-ons and PBX equipment can be a major expense.

It is often necessary to find out how much it will cost to expand the type of

system you have, when possible. In many instances, purchasing a slightly larger system than you what you currently need can save you money as down the road, even used equipment may cost more than what you would have been able to pay for brand new.