

OSI NEWSLETTER #14

Client Business Promotion Results

We are seeing some results in our efforts to help our attorneys, and other clients, in promoting their practices and businesses. As we pursued the idea of setting up a search engine for our lawyers and other DC lawyers, we found that Lawyers.com, the leading national search engine for lawyers, would offer a 25% discount to OSI attorneys for their attorney listings. For example, you can get an information listing without contact data for free, a listing with contact data and links for \$155/mo minus the 25% discount for OSI members, and with a three year contract the first six months free. To follow up on this excellent offer, contact Wil Stephenson at manager@osioffices.com or 202 835 0680 to get the access point to Lawyers.com set up for us, to follow up on this excellent offer.

At the same time, Stage 2 Marketing has worked out a set of additional promotional tools at discounted prices for OSI clients – including but not limited to attorneys. We will be providing you more information soon on the discounted offerings of this competent and experienced firm.

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Survey Results

We thank those of you who responded to our recent phone survey on our service offerings. We appreciate the over-all high marks you gave us, and we are responding to helpful suggestions by taking steps to add some artwork and plants in the common spaces and in the offices.

Conference Room bookings

We make available for you both offices settings and conference room settings for meetings. To meet demand, we have added an additional office to our pool of on-demand offices. As to the conference rooms, demand is such that we need to institute some administrative allocation to delay the time at which we charge a higher price for these spaces. We will start asking you how many people you need to accommodate when you ask for conference room space. If the number is three or less guests for you, we will ask you to use an office setting. We expect that we may need to start charging a slightly higher fee for conference room use, but will see if this administrative allocation system delays the time for that.

Discounts for Payroll Services

ADP, a leading payroll services company, has also offered a 25% discount on its payroll service prices for businesses who are members of OSI. OSI uses ADP, and we find their computer and customer interfaces reliable and easy to use.

Business Assistance Team progress

Wachovia/Wells Fargo bank has agreed to assign a staff member to be a participant in the 'Business Assistance Team' program for our members. We expect other banks will offer to participate as well. The BAT group will include in addition to bankers attorneys, accountants, and other specialists drawn from our membership who are willing to constitute a support group for OSI clients. We will be making a more complete announcement in the next newsletter. If you would like to be a BAT member, and have been an OSI member in good standing for six months or more, email Wil at manager@osioffices.com or call him at 202 835 0680.

Contacting OSI

Telephone	(202) 835 0680
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Manager	manager@osioffices.com

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OSI services page

This is a page where OSI partners or members may place information about their services and how it can benefit other members.

If you are interested in having your services mentioned please email manager@osioffices.com or call (202) 835-0680

Banking solutions

OSI has established a partnership with PNC Merchant Services® for processing your Visa®, MasterCard® & Discover® Network transactions. PNC Merchant Services (PNCMS) brings solutions that will help your business provide customers with several payment options; and gives you the ability to manage your receivables and cash flow more efficiently and effectively. With our new partnership, OSI members will receive special, lower payment processing rates.



OSI is pleased to have Suntrust banking sending a representative the third Wednesday of each month to meet with clients. Suntrust is a large and strong bank, offering a broad range of financial services. It has offered OSI clients a set of products equivalent to those offered to employees of large companies. You can discuss your needs, including basic business banking, loans, investment advice, savings plans, etc. You can give the Suntrust representatives an opportunity to address any concerns you might have about the best ways to position your business banking arrangements to meet today's challenges.

Your information here!