WHERE WE ARE WINNING: HEALTHCARE

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46 LOCATIONS

DIA

BROADBAND

$60K MRR
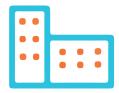
CHALLENGES

A nationally ranked regional healthcare system was struggling with their NaaS structure across their 46 locations. Their biggest issues being:

/ A plethora of outdated technology.

/ Multiple network outages over the course 3 months.

/ An excessive monthly spend of $100K per month for 46 locations.

KEY MOVES

Navigating through the challenge, Nitel swiftly curated a winning solution through:

/ **Cost-Effective Services:** We reduced the customer's monthly spend by approximately $40K.

/ **Prompt Onboarding:** The customer was eager to move to a more stable solution and Nitel was able to speed up the onboarding and installation.

RESULT

After comparing Carriers, Nitel emerged as the best solution for the customer's footprint serving all locations and offering the client:

/ **Key Requirements Identified and Met:** A diverse, and resilient network configuration, increased WAN reliability, reduced cost, and speed to install.

/ **Lower Monthly MRR:** A more cost-efficient solution that better aligns with their needs.

/ **Trust in Nitel:** The Partner was confident in Nitel's strong relationships with underlying carriers and our ability to deliver a smooth installation and resolution on any service issues.

Smarter technology made **simple**

TOTEM POLE TECHNOLOGY

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