

CORPORATE CASE STUDY

IT Corporation

“OSN truly knows and understands the value of providing premier solutions while channeling a variety of technologies designed to create a proficient and reliable end-to-end service.”

VP of IT Operations of IT Corporation

THE OPPORTUNITY

Since its inception, IT Corporation (ITC) has been a leader in the computing industry for home use, small businesses, and enterprises. Presently, the company’s research and development initiatives are global, and led by an experienced team of product designers and engineers. ITC required a network solutions provider that would enhance the company’s expansive IT service and solutions provided to its customer base. Specifically, ITC required an alternate access provider that would provide considerable support as the company built its data center facility in Texas. With a focus on minimizing costs associated with legacy voice services, ITC also sought a company that could provide Session Initiation Protocol (SIP) Trunking, to allow for direct connections between servers and the public telephone system, and eliminate the need for costly PRIs.

THE SOLUTION

While engaging in the search for a network solutions provider that could best carry out the company’s mission to provide a broad range of superior IT services and solutions, as well as serve as the strategic architect in the development of its data center fiber network, ITC focused primarily on vendors that would provide the most flexibility and could best accommodate their specific technological and corporate requirements.

As ITC began its search, One Source Networks (OSN), a facilities-based carrier agnostic communications solutions provider that specialized in increasing overall service levels, optimizing network design and achieving

significant cost savings, quickly became the front-runner for their business. What ultimately made ITC choose OSN as its primary network provider was the high level of flexibility it offered to ITC, and its ability to provide custom-designed network solutions.



“One Source Networks has a number of attributes that were especially appealing to ITC as we explored our options for a provider that would enhance our communications infrastructure by helping us efficiently design a fiber-based network, as well as provide optimal SIP trunking solutions,” commented the VP of IT Operations of ITC. “OSN truly knows and understands the value of providing premier solutions while channeling a variety of technologies designed to create a proficient and reliable end-to-end service.”

Together, ITC and One Source Networks worked to oversee the development of the data center facility, the installation of 5000 feet of fiber, as well as the implementation of a corporate wireless and Internet solution.

Additionally, OSN offered ITC a voice service it created for its largest customers that utilized the technical advantages of Least Cost Routing (LCR) on the customer premises. A unique, innovative, and virtually risk free facilities based SIP voice service, the product was designed specifically for customers to save up to 40% or more on their

“One Source Networks is the optimal answer to our request for a leading global network solutions provider, and their services have enabled IT Corporation to continue on its path with providing the worldwide community flexible, affordable, cutting-edge technology services,”

VP of IT Operations, ITC

current voice services without sacrificing voice quality or incurring any additional risks.

ITC’s implementation of LCR allowed the company to send its voice traffic to the vendor that offered the lowest cost for that particular call. Because the LCR lookup is done on a call by call basis, every call is processed at the lowest available costs.

With the OSN SIP LCR solution, ITC’s current voice rates are set at a new ceiling rate or the highest rate they can pay. The end result is that their LCR chooses the OSN rate for up to 80% of the calls, which are now at a 40% savings over their other providers’ fixed rates. This innovative LCR solution offers ITC a no risk way to generate immediate and extensive savings.

THE RESULTS

ITC continues to rely on One Source Networks and its wide array of communications solutions to implement ongoing cost-effective, flexible, and unique services that leverage the most innovative technologies.

“One Source Networks is the answer to our request for a leading global network solutions provider, and their services have enabled ITC to continue on its path with providing the worldwide community flexible, affordable, cutting-edge technology services,” continued Smith. *“OSN’s team is an amazing group of individuals who are devoted to engineering pure custom solutions that provide us with a high quality, cost-efficient, stable network that further helps our company to maintain its position in the top tier of the computing industry.”*

ABOUT ONE SOURCE NETWORKS

One Source Networks provides managed voice and data solutions to Fortune 1000 businesses, delivering ubiquitous access to cloud-based voice, video, security, and computing applications that power a mobile, global workforce. The company combines its own fully redundant global network infrastructure with over 150 best of breed global suppliers to offer customizable, cost-effective, and scalable communications solutions. Ranked as the #1 telecommunications provider by the 2011 Inc. 500 annual list of America’s Fastest-Growing Private Companies, OSN delivers all of its solutions to its clients under one contract, with one account and service team, on one invoice.

For One Source Networks media inquiries, please contact Jaymie Scotto & Associates at +1.866.695.3629 or pr@jaymiescotto.com.