

Delivering Services to Enterprise Customers: One Source Networks Becomes Laser Focused on Organic Growth



One Source Networks (OSN) decided that they wanted to focus on the Fortune 1000 customers and they have delivered on that decision. OSN currently delivers network solutions to hundreds of enterprises around the world.



Ernest Cunningham, CEO One Source Networks

OSN creates unique solutions via partnerships with 150+ contracted regional and global providers, providing a simple and effective solution for procuring network and managed services.

They help companies navigate through the labyrinth of technology to create best of breed, professionally designed solutions that reduce cost and increase capability. OSN also provides enterprises with integrated, top quality voice solutions over their facilities based VoIP platform.

Telecom Review recently met with the One Source Networks executive team to get a better

feel for the Company and its capability. We met with Ernest Cunningham, CEO, Jeff Betteker, COO and Gina Nomellini CMO. This team is highly experienced in the carrier environment and has worked together in past careers so they have definite working synergies. One Source was recently recognized in the INC 500 as the 9th fastest growing company in their ranking!

OSN has their own US switching infrastructure with the associated application servers to handle their customer needs. They will be expanding switching capability shortly to include London and Hong Kong, with future growth to South America. One of their advantages in serving their enterprise clients is their deep network reporting that they provide to customers.

This reporting includes monitoring across their entire network of suppliers so it is quite detailed in regard to providing a high level of service to their customers. A prime example of OSN's capabilities was a recent contract win with Lumberman's Insurance. Responsible for insuring clients throughout the country, PLM sought a telecommunications services provider



that could support its demanding voice and data requirements. The company required a provider that would offer guaranteed high-quality voice solutions that could support large call volumes.

Furthermore, PLM required that its telecom vendor have the flexibility to tailor a custom solution to meet existing requirements with the scalability to support its future communication network needs without any disruption to its existing service.

After a thorough review of PLM's needs, OSN recommended a turn-key IP-based SIP trunking solution, a quality service that could support large call volumes simultaneously. Upon deployment, OSN also augmented PLM's internet backbone by upgrading bandwidth from 45mbps to 100mbps, adding substantially more bandwidth at a lower rate.

The overall SIP deployment provides PLM a dedicated feature-rich voice solution that also supports audio conferencing with a 24-hour reservation-less conferencing service available to their extensive employee-base. By implementing a next generation voice and data solution the OSN solution addresses the company's existing needs,

while offering the capabilities to expand and scale its communications needs as the company grows.

"One Source Networks cut our monthly bill in half while providing better quality voice, with enhanced calling features while doubling our Internet access speed – exceeding all of our expectations," comments BJ Gardner, Network Administrator at PLM. "Our relationship with OSN is a true partnership. They have the best 'can do' attitude powered by a highly professional and responsive team."

"We focused on not only meeting their voice and quality requirements but also ensuring their Internet and data needs were delivered cost-effectively and efficiently," adds Ernest Cunningham, CEO of One Source Networks. "By deploying a feature-rich SIP trunking solution, we have future-proofed their communications solutions.

Today, PLM is better equipped to support the needs of their employees and thus their customers more effectively."

OSN will continue to grow their revenue base by being laser focused on their current clients and growing that base in a deeper and wider fashion. That, coupled with adding an additional focus on mid market enterprise customer sales, should allow them to continue on their fast track growth! ■