

## Global IT Consulting Practice Reduces Recurring Monthly Cost by Switching to IntelPeer SIP Services

*Enabling Technologies partners with IntelPeer to clear the hurdle of inconsistent turn up experiences, consolidate DIDs across organizations, and reduce customer's communications costs.*

### The Challenge

*Needed to provide SIP trunking services and reduce monthly costs for companies who were using traditional PRIs.*

Twenty-four years ago, Enabling Technologies began as a general purpose systems integrator. Today - firmly established as an industry leader - Enabling Technologies provides communication and collaboration solutions to mid-tier companies with 200 - 7500 users across diverse sectors.

As Enabling Technologies began to evolve from a systems integrator to a Microsoft consulting practice, founder Bill Vollerthum knew that having robust SIP trunking services to support Skype for Business deployments was key to their evolution.

Clients who had traditionally used PRIs needed a streamlined digital workplace that would allow workers to compute from any place, anytime, on any device.

### Why IntelPeer

*Size of company allowed for a close, personal partnership that could provide customers with quality telephony services at reduced costs.*

Enabling Technologies was looking for a cloud communications company that was easy to work with and offered demonstrated results. They were introduced to IntelPeer - an emerging company at the time - as a group that was able to provide cost efficient internet-based telephony that was reliable, scalable and certified with Microsoft Skype for Business (formerly Lync).

Initially, Enabling Technologies wasn't just concerned with the potential cost savings IntelPeer offered, they were also concerned with call quality, quality of service, and scale.

Josh Shoemaker, Director of Technical Services at Enabling Technologies says, "IntelPeer's national presence has been very valuable in providing solutions to our national customers. It allows for a single vendor approach to a multiple site/multiple state project."

Recognizing right away that IntelPeer's size offered personal attention other companies could not, Enabling Technologies decided IntelPeer's services were a potential solution to serve their clients' needs.

### Results

*Faster implementation, scalability, and massive cost savings.*

Wanting to test IntelPeer's services before referring them to their own customers, Enabling Technologies switched their traditional PRIs to IntelPeer's SIP trunking. President Bill Vollerthum immediately saw a drastic reduction in monthly recurring costs.

### INDUSTRY

IT Consulting

### COMPANY

Enabling Technologies

### PRODUCT

SIP Trunking

### ROI

Reduced monthly costs from \$6700 to \$500.

"Our relationship with IntelPeer is a key differentiator. We know that we can reach out to IntelPeer on behalf of a customer and our voice will be heard."

**Josh Shoemaker,**  
Director of Technical Services,  
Enabling Technologies



"I recognized, by signing the checks every month, that we were paying \$6700 a month for a couple of T1 PRI's. At the point that we migrated over to SIP trunking from IntelPeer, we saw our monthly recurring bill drop down to \$500 a month. This was predominantly IntelPeer's services and it was a huge savings for us."

Satisfied with the cost savings and support IntelPeer offered, Enabling Technologies has been a solid partner since. With over 35 customers using IntelPeer's SIP trunking services, Enabling Technologies is able to save its customers significant dollars on monthly recurring fees, provide easily scalable services, and quickly address issues if any should appear.

"IntelPeer offers a good business option for our clients and they're easy to work with," says President Bill Vollerthum. "IntelPeer is nimble enough to move with the velocity and flexibility we and our customers require. We're recommending IntelPeer [to our customers] because it's what we use. That speaks for itself."

### IntelPeer CoreCloud™ SIP Trunking

- Flexible pay-as-you-go services and bundled solutions to meet your specific needs
- Complete suite of enterprise communications capabilities including DIDs, toll free, local/national/ international calling, E911, CNAM/Directory listings and number porting services
- Integrated Transport Layer Security (TLS)
- Real-time Transport Protocol (RTP) encryption to protect signaling and multimedia content and ensure the privacy and integrity of messages
- UC federation/communities of interest communications over our peering platform for rich media communication with highest quality at reduced cost
- Rapid SIP trunk activation – get connected faster to start saving sooner
- Access to our CloudCentral™ portal for easy service management and reporting
- Proactive network monitoring to ensure the quality of all your communications are optimal and secure
- Qualified SIP trunking services for major unified communications technologies

### Get Started with IntelPeer CoreCloud™ SIP Trunking Today

To see how the IntelPeer CoreCloud™ SIP Trunking can help you get more from your unified communications investment and reduce costs, email us at [sales@intelepeer.com](mailto:sales@intelepeer.com), call 1.877.336.9171 or visit us at [www.intelepeer.com/siptrunking](http://www.intelepeer.com/siptrunking)



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IntelPeer is a leading provider of on-demand, cloud-based business communication solutions. Delivering high-quality HD voice, messaging and contact center solutions for enterprises and contact centers, IntelPeer's CoreCloud™ SIP services and Atmosphere® platform delivers an unprecedented level of simplicity, analytics, savings and control. Designed to keep pace with rapidly evolving business needs, CoreCloud™ SIP combines the highest quality, reliability and security in easily deployed solutions. The Atmosphere® platform delivers cost effective, competitive-edge services including IVR, Virtual Automated Call Distribution (VACD), Virtual Predictive Dialer (VPD), Cloud Routing, and SMS/Email applications. For more information visit: [www.intelepeer.com](http://www.intelepeer.com)