



CASE STUDY - COMMUNICATIONS

CLEARTEL

Comscentre communications - endorsed by experts

Background

Cleartel is a communications specialist and technology reseller, providing business customers with access to telephony products including specialised mobile plans, PABX and Cisco IP phone systems and hardware sales.

A Comscentre partner and reseller, Cleartel has strong strategic partnerships with various suppliers and network providers, providing clients with outsourced management and products. With a partnership spanning more than three years, Cleartel has been integral to Comscentre's success, handling product distribution and providing client introductions.

Comscentre's Cisco voice and data IP solution is a Cleartel-endorsed product and the company also uses a Comscentre phone system in-house.

Travis Barlow - Sales Director - Cleartel

We have helped Comscentre to make the product more accessible to the small to medium enterprise market.

Ben Shipley - Managing Director - Comscentre

Cleartel is a partner of choice,, they do the right things by their clients.

Solution

Within its own office environment, Cleartel was looking for an integrated server that would link data and voice under the one network. Given their experience as a communications specialist, Cleartel knows the ins and the outs of the Cisco product and have reportedly been "mostly happy" with the results.

Comscentre installed an ISR 2800 Series Router and Cisco's 7916 IP Phone handsets.

Travis Barlow - Sales Director - Cleartel

For us, one of the biggest advantages of installing the system has been the unlimited local calls. This has increased productivity and given us a greater capacity to do more marketing work without increasing costs.

Results

Cleartel believes the key to Comscentre's success is its personal service model and highly skilled technical and support teams.

Travis Barlow - Sales Director - Cleartel

Post sales support has been sensational. One of Comscentre's biggest advantages over other companies is its support crew. There aren't too many other companies we could recommend for such work.

For a company that can handle data, landline and integration at this level they are exceptional. Comscentre is our number one supplier in terms of the larger clientele and we are happy to give them access to Cleartel's database of customers.

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