

# InSpeed Accelerator

> How partners and customers win with InSpeed Networks

Spotlight on:  DataComm

**“InSpeed helps our profit line, it’s easy to install, and they provide great customer service. We can stand behind the product and know it’s going to work.”**

- Scott Crawford,  
Sr. Account Manager  
and Solution Architect,  
DataComm Networks

DataComm has been delivering network security, management, consulting and cabling to community financial institutions and SMBs for 33 years. The secret to their success? They make customer satisfaction their top priority.

It’s their focus on customer satisfaction that prompted them to partner with InSpeed. Many of DataComm’s customers are in rural locations, and rely on slower, traditional T1 MPLS.

“They were experiencing issues with voice and video, which isn’t acceptable to us,” said Scott Crawford, Sr. Account Manager and Solution Architect, DataComm Networks. “We needed an SD-WAN solution that would ensure their UC and video communications worked reliably, regardless of bandwidth or location.”

Offering InSpeed Quality Service™ also enables DataComm to sell additional solutions that wouldn’t have been cost effective for their customers before. InSpeed lowers customer’s monthly recurring expenses, and enables them to use that savings to invest in additional capabilities.

“InSpeed Quality Service is one of the top products we offer to customers for several reasons,” says Crawford, “They stand behind their solution, and it helps us generate more revenue. InSpeed Quality Service is good for us, and good for our customers.”

Their selection of InSpeed was based on several key criteria:

- InSpeed’s Quality Service is simple to manage and implement
- They had a prior relationship with InSpeed founders and key personnel, and knew their expertise
- It’s a true SD-WAN solution that works well

## InSpeed In Action

DataComm customer Spectrio needed to improve the quality VoIP and video, and was looking for a more efficient way to connect new locations, since they were growing by acquisition. As a leading end-to-end provider of technology enabled audio and video, speed and quality were paramount.

“InSpeed Quality Service gave Spectrio the agility and speed they needed,” said Crawford. “In the short time they’ve had InSpeed, they’ve cut their monthly spend in half and increased their bandwidth. Whenever they need to add a location, we drop ship an InSpeed box to them, connect it to the network, and they’re up and running.”

**Top Benefits** : By phasing out traditional MPLS connections, Internet speed between offices has increased  
: InSpeed saves them close to \$7K per month

Get started

For more details how Spectrio is using InSpeed Quality Service, read the [full case study](#).

Ready to get started?

**Make an appointment and we can show you the power of InSpeed:**  
[partners@inspeednetworks.com](mailto:partners@inspeednetworks.com) 650.252.2125

### About InSpeed Networks

InSpeed Networks is the leading supplier of SD-WAN solutions purpose-built for voice and video. High quality voice call, smooth video conferencing, and responsive applications are now possible over any WAN connection, even commodity based broadband Internet. Easy to install, auto-calibrating, and inherently secure, the InSpeed Quality Service solution introduces a new paradigm in WAN connectivity for single- and multi-site SMBs. **For more information, visit [www.inspeednetworks.com](http://www.inspeednetworks.com)**

