

“TelCentris not only helped us save a significant portion on our monthly bill, it improved our performance. I'm impressed with what TelCentris has done and I've already recommended them.”

**Les Jacobs** -President, Data Strategies

TelCentris Service: Hosted VoIP Business Solutions

## Data Strategies, Inc.



Data Strategies turned to TelCentris to save an additional 34 percent off its monthly communications bill, while also improving quality and reliability.

### About Data Strategies, Inc.:

Based in Poway, CA, Data Strategies provides software solutions for the healthcare industry. Thousands of doctors and providers nationwide rely on the company's MDsuite®, powered by elligence®, to manage and improve critical office tasks such as billing, scheduling, collections and more. The company has been in business for nearly 30 years.

### The Challenge:

For several years, Data Strategies had been using a national telecommunications provider for digital phone services and Internet access. But as the company has grown, so have its communications needs. Online sales demos and training classes are now critical to the company's daily sales and



*Data Strategies helps healthcare providers manage billing and records*

marketing operations. So is granting private network access to a growing number of remote employees. This increasing demand was straining the company's bandwidth, resulting in spotty Internet access and affecting productivity. In addition to solving its bandwidth issues, Data Strategies was looking for a way to significantly decrease its monthly phone bill without sacrificing quality and reliability.

### The Solution:

Last summer, Data Strategies brought in TelCentris, a global provider of hosted unified communications and digital telephony solutions. Because TelCentris operates its own network and delivers its solutions as a hosted IP provider, it can offer improved quality and reliability at a much lower price. After spending time onsite with Data Strategies to understand its needs, TelCentris put together a comprehensive package that addressed the company's bandwidth issues, while also lowering costs. TelCentris is also helping Data Strategies save on conference calling capabilities that had been provided by a separate vendor.

### The Result:

TelCentris added a second T1 line, as well as integrated conference calling capabilities – all for 34 percent less than the company was paying its previous provider on a monthly basis. In addition, TelCentris helped Data Strategies improve the quality and reliability of its communications, from phone service to Internet access. This was extremely important as Data Strategies moves forward with a product re-launch and planned expansion into new markets, including Electronic Medical Records (EMR).