



Verteda: Securus help Verteda with an increase in bandwidth for a 25% saving on the network



About Verteda

When stadia and entertainment venues, hotels and resorts, and hospitality and foodservice operators want to deliver an exceptional guest experience, optimise operations, cut costs and generate more revenue, they turn to Verteda.

Verteda Situation

Verteda has recently been acquired by an Australian company, MPower MSL, another EPOS provider active in different markets to Verteda, bringing lots of synergies. They have a long-standing relationship with Securus as Alan Salisbury, Product Delivery Manager, explains: *"We've been working with Securus for a number of years, close to six, for internet-related solutions. They've always offered stable and reliable services on the technical side, are competitive commercially, and provide support when required."*

Verteda was nearing the end of their second three-year contract with Securus and were also looking for a new unified comms solution. They needed to keep an eye on a post-merger future, as Alan explains: *"As well as our detailed spec requirements, the solution needed to be expandable, so we could so we could scale licenses users quickly and easily."*

UC Requirements:

- Converged comms service
- UC with international capability
- Audio conferencing
- Video conferencing
- Virtual extension
- Remote working
- Home working
- Desktop integration

"The guys at Securus are prepared to engage with customers. That's why we're now in our third three-year contract."

Alan Salisbury
Product Delivery Manager
Verteda



Securus Solution...

The Securus solution was to combine an upgraded data network service with a Wildix unified comms solution. Alan takes up the story:

"We chose Securus as they offered a 50% increase in bandwidth for a 25% saving on the network. The combination with Wildix IP telephony service was an offering unique to Securus. It not only delivered all our requirements but also was the most competitive on costs."

Benefits and Why Securus?

Simply put, the Securus offering delivered:

- All the product functionality the spec required
- Higher performance at a lower price than the existing set-up
- Competitive pricing

Those are good reasons enough to choose Securus. But, for Verteda and Alan Salisbury, the personal engagement and long-term relationship were crucial too, as Alan explains: *"The guys at Securus are prepared to engage with customers. That's why we're now in our third three-year contract and our partnership will get to 9 years and beyond. They understand that they need to be agile in order to support us, and they always step up."*

Find us on:  

www.securuscomms.co.uk



T: 03451 283457
E: info@securuscomms.co.uk