

## The Midgard Management Challenge

### CUSTOMER:

Midgard Management

### INDUSTRY:

Commercial Property Management

### CHALLENGE SOLVED:

Compuquip's solution helped Midgard Management by improving their communications infrastructure, maintaining current telecom costs, and reducing future expenses.

The rate of speed at which Midgard Management does business is growing and their communications infrastructure was not able to support it.

Midgard was using a 10+ year old phone system which didn't meet their communications needs. Even simple things such as providing caller ID, performing conference calls, and moving users were expensive or just plain impossible. Users were frustrated with this and turned to Compuquip's Virtual CIO (Technical Account Manager) for a solution.

Upon looking at the big picture of the organization, its potential growth, and current telecom expenditures, Compuquip proposed several solutions that would meet the client's current and future needs.

## The Compuquip Solution

After performing a thorough analysis of Midgard's communications needs and current spending, a design was chosen that would allow Midgard to maintain

their current telecom costs for 3 years and reduce their costs by 60% after 3 years. The solution was offered as a financed agreement, where both hardware and software would be financed over a 3-year term.



Midgard's assigned Virtual CIO renegotiated their current

telecom contracts to reduce their monthly spending by half, which covered the complete cost of the new financed communications infrastructure. Midgard now has Internet connectivity that is several orders of magnitude faster, increased the available number of phone lines by 50%, and implemented emergency redundancy for both.



***"Compuquip turned a daunting task of converting phone systems into a seamless, painless process. Not only was the transition smooth, the Compuquip solution is working perfectly."***

*— Elia Silverman, Controller @ Midgard Management*

## About Us

Over thirty years ago, Compuquip Technologies began business in South Florida as a technology partner to Miami-headquartered organizations. Since then, Compuquip has evolved into a fully integrated IT company with cabling, technology services, Internet security and managed services divisions supporting more than 300 Florida and Caribbean organizations.

Whether your technology needs are small or large, simple or complex, Compuquip will consistently provide you with solutions that match your organization's exact needs.

Our professionals are the industry's best and brightest, who have made a personal commitment to go the extra mile to earn your trust and build a partnership with your organization.

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