

Stripe 21 provide Reseller StartWrite Consultants with innovative and cost effective telephony solutions to support their professional insurance services provider; Strategic Insurance Services.



The requirement:

The partnership between Stripe 21 and Reseller StartWrite Consultants has been a long and successful one, with the companies working together since Stripe 21 first started out.

Recently, StartWrite Consultants approached the Stripe 21 team with a requirement for hosted phones and internet. Their client; Strategic Insurance Services, needed a hosted telephony solution to cover four different firms across three building floors. It was crucial the service delivered was better than if it had been deployed to each firm and each floor individually and the cost had to be lower. StartWrite Consultants did not want to rely on a telephony solution, service and support which was not up to the 21st century standards of technology. For Strategic Insurance Services in particular, their impending office move meant that a faster internet speed with exceptional reliability was crucial and required urgently so StartWrite Consultants approached Stripe 21 once again. As all three companies had previously worked together, there was no hesitancy in StartWrite Consultants partnering with Stripe 21 again, particularly as Stripe 21 had upgraded the previous internet service for StartWrite Consultant's customer; Strategic Insurance Services.

About Stripe 21:

Stripe 21 are an innovative Voice, Data and Internet Service Provider who specialise in the implementation and management of both legacy and Next Generation Networks (NGN) across the UK and internationally. Stripe 21's ethos to provide guaranteed Quality of Service across their voice and data portfolio is reflected in their Service Level Agreements (SLAs) because the guarantees are engineered into the managed services they provide. Their guaranteed private circuits prevent any part of the call traversing the public internet.

Comment:

Mark Gale,
Managing Director,
StartWrite Consultants:

"We have worked with Stripe 21 for a long time and have always been impressed with their passionate, hardworking attitude. We wouldn't hesitate in working with their team again in the future."

The client:

Reseller StartWrite Consultants is an independent flexible telecommunications consultancy, based in London who offer professional advice and support on Telecom Services, Energy Services, IT Services and VoIP. They aim to share information in order to solve their clients' requirements and to ensure the maximum saving of cost, time and effort is supported throughout a projects lifestyle.

StartWrite Consultant's client; Strategic Insurance Services, is a professional insurance service provider who have market experience and expertise in the provision of Personal Accident, Life, Travel, Private Medical, Loyalty Benefit and Car Rental insurance products.

The solution:

Stripe 21 implemented a 100Mb fibre internet service for Strategic Insurance Services with Eloquence Hosted PABX on the same connection to ensure high speed internet and eloquence. The service was delivered over an optic connection and a single managed connection delivered all services. Stripe 21's internet network is built and operated to provide a resilient and always available IP transit environment and it was ensured that this was the case throughout the whole of the implementation process.

The result:

All four firms across three building floors were installed with high speed telephony lines, resulting in a reliable and secure connection for StartWrite Consultant's customer; Strategic Insurance Services who use a remote hosted computer service. The cost of the solutions for both the Reseller StartWrite Consultants and their end user Strategic Insurance Services was a lot smaller than if the solutions had been deployed separately to each building and each firm. StartWrite Consultants were able to offer their customer the cost effective, fast internet service they required and Strategic Insurance Services were pleased with the efficient, reliable solution which was implemented.

Benefits of the solution:

- Fully managed telephony lines
- Highly cost effective
- Extremely reliable
- Extremely resilient environment
- Implemented by a professional, experienced team
- Administered from a central location
- Forward thinking technology
- 24/7 monitoring

Comment:

Keith Woollgar,
Managing Director, Strategic
Insurance Services:

"We were extremely happy with the solution – it is reliable and efficient and was just what we needed."