



AIRESPRING PARTNER SUCCESS SPOTLIGHT



100% Channel AireSpring is Excited to Announce Our Most Recent Partner Multi-Million Dollar, Multi-Location Customer Win

Customer:

Third largest American hotel owner-operator in the US by room count, with 25,000 rooms and 128 hotel locations and growing.

Challenges:

The customer was facing several significant challenges:

- **Vendor Sprawl:** Managing multiple vendors for their communication needs was cumbersome. Customer had over 20 invoices to audit monthly.
- **High Costs:** The cost of traditional phone lines was rapidly climbing. The piecemeal pricing from various vendors resulted in even higher costs and financial inefficiencies.
- **Support Complexities:** Navigating different points of contact for support created a significant burden, adding complexity, and causing delays and frustrations.

Solution:

AireSpring proposed an upgrade in technology that offered more savings and a consolidated approach to address their significant challenges:

- **Voice over SIP/PRI**
- **POTS Replacement**
- **4G LTE Backup**

Benefits:

- **Simplified Billing:** With a single invoice for all services, customer significantly reduced administrative overhead.
 - **Cost Savings:** AireSpring's POTS Replacement solution saved the customer 30% off their original costs. The consolidation to one vendor alone resulted in substantial cost savings, freeing up resources for other strategic initiatives.
 - **Project Management:** AireSpring's **AireDESIGN** and **AireDEPLOY** methodologies assisted with customer's strategic, coordinated deployment for all locations, handled by a single, dedicated team to ensure smooth operations.
 - **World-Class Support:** AireSpring replaced legacy support with **Tier 3 Engineering POD** support; 24/7 monitoring and alerting via **AireMONITOR** and **AireALERT**. Automated case creation through **AireAUTOMATE** for rapid resolution.
- By partnering with AireSpring, the hotel operator not only streamlined their communication infrastructure but also realized significant operational efficiencies and cost savings, reinforcing their commitment to excellence in the hospitality industry.

Ready to Experience the AireSpring Advantage? Contact an authorized AireSpring sales partner.

Email: sales@airespring.com, call [888-389-2899](tel:888-389-2899), or visit www.airespring.com.