

LEADING COMMERCIAL PROPERTY INSURER SAVED 70% ON A COMPLETE PHONE REFRESH WITH TRIFECTA

Situation Overview

- Leading commercial property insurer to the world's largest businesses with over **20 locations worldwide and over 10,000 employees**
- Customer had end of year budgeted money to spend and was open to creative options to complete a phone refresh
- Customer was originally quoted **\$160,000**
- Customer had the challenge of **completing the phone refresh in one month (by December 2020)**



Trifecta Solution

- Trifecta recommended CPO Cisco VoIP phones, which would provide the customer both value add and money savings
- All CPO phones are covered through our **lifetime warranty**, the customer found this to be a differentiator between Trifecta and other vendors
- Trifecta was able to deliver **660** CPO Cisco VoIP phones
- The order was shipped to three separate locations, each order was **organized, labeled and palatized for delivery**
- Provided **daily updates and reporting** to ensure project progress

Client Outcome

- Completed the project **ahead of schedule and under budget**, with a **savings of over \$25K and 70% off list price**
- Impressed by the **high quality of products and quick delivery time**
- **Excellent customer service** received based on our responsiveness, creativity and willingness to go the extra mile
- Became a **preferred vendor** for all their phone needs with additional projects on the horizon for 2021

COMPLETED PROJECT
AHEAD
OF SCHEDULE AND
UNDER
BUDGET



Learn More At
TrifectaNetworks.com

“

I was impressed with Trifecta's pricing, quality, speed of delivery, customer service, and the complete sales process from quote to delivery.

Director of Telecommunications

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