

## Upsell to \$9M, proves JIL Communications & Windstream Enterprise have what it takes to grow healthy wins.

When the largest hospital system in a Southeast state needed expertise in advancing their network alongside their growing business, they turned to JIL Communications and Windstream for help. The customer already had an existing 500M Resilient Packet Ring with Windstream, along with about 150 MPLS locations but was quickly expanding and needed a solution that could keep up with their recent purchase of two hospitals.

The customer required low-latency, high-bandwidth connectivity between their core hospitals, as well as the ability to share operating software systems across the entirety of their operations. Visibility and participation into network performance and trouble ticketing was also of great importance.

This account team, in coordination with JIL Communications, followed a solution sales approach by first identifying this customer's desire to increase control of the underlying optical network that supports their existing over-the-top service. The sales team knew that by providing core location connectivity with Wavelengths the IT department could maintain complete control and to deploy and manage multiple virtual networks without service provider intervention. The sales team then took advantage of existing on-net capabilities to position this 10G optical network as the new backbone of their statewide network.

Focusing on the customer need of new transport capability to address business challenges with more speed, security and better network management allowed the customer to internally justify the new purchase and close the deal, which generated \$58k in upsell revenue (\$3.5M across the 60-month contract). This is on top of their current services for a TCV of \$9M. In addition, this deal helps secure and grow \$175K MRR with various related Windstream Enterprise services, such as MPLS, SIP, and Wavelengths.

*"It's great having a partner like JIL Communications who really understands the value and depth of the services that Windstream Enterprise provides. This deal highlights the expansive nature of how Windstream Enterprise can serve customers with large bandwidth and connectivity requirements and JIL is well versed in recommending these types of solutions."*

Nick Moyer, Sr. Channel Manager, Windstream Enterprise

To get started on your own epic win, contact your Channel Manager or visit [windstreamenterprise.com](http://windstreamenterprise.com)

