

Tritel Communications and Windstream lock up a \$3.2M strategic solution, hospitality win!

With over 35 hotels spanning 16 states, this hotel and resorts company was looking for a way to deliver a uniform telecom deployment across their growing footprint. Managing multiple vendors across all their locations not only taxed their IT team, but also took valuable time from management which could be better spent serving their customers. They turned to Tritel Communications, who specializes in these types of challenges and Tritel delivered!

Tritel took a full scale look at the customer's needs and in conjunction with the Windstream sales team, presented an all-encompassing SD-WAN solution. Together we were able to show the client how we could help them better manage their voice, internet, data, and installations by partnering with Windstream. The end result was a \$54k MRR upsell to Windstream with a TCV of \$3.2M leveraging SD-WAN, Voice, Internet, Professional Services, and leveraging Windstream on-net fiber.

With the consolidated solution the customer can now spend more time focusing on their guests and delivering exceptional service and quality that is synonymous with their brand.

“This was a great win by Tritel Communications, the partnership with Windstream was a true collaboration, resulting in a textbook strategic solutions sale.”

Nick Moyer, Sr. Channel Manager, Windstream Enterprise

To get started on your own epic win, contact your Channel Manager or visit windstreamenterprise.com

