

## **JIL Communications & Windstream Enterprise Cook Up a \$1.8M solution in the Appliance Manufacturing Industry**

When one of the world's largest appliance manufacturers needed assistance delivering a solution for a critical business project they reached out to JIL Communications, a trusted advisor with over 15 years of industry experience. The customer, headquartered in Louisville, KY, required a twenty-five location 100M – 1G Ethernet only internet solution and they needed it in a timely manner.

The Windstream Enterprise sales team, in coordination with JIL Communications, worked with the customer to identify serviceable locations based on their needs. Windstream Enterprise's expansive On Net availability coupled with Type 2 access enabled us to reach 90% of the customer's domestic plants. In addition to the expansive network availability, the customer was impressed with communications from the project management team and the tenure of the local account team. Together we were able to win the business against another national provider, who came in with a lower priced proposal.

The customer signed a 3-year \$50,000 deal with a TCV of \$1.8M and this win is just the tip of the iceberg. Due to the great experience of working with JIL Communications and Windstream Enterprise the customer is receptive to discussions for continued expansion of MPLS, SD-WAN, and UCaaS products going forward.

*"JIL Communications is a great partner of Windstream Enterprise. Their relationship with the customer laid the foundation for them to trust Windstream Enterprise as the recommended services provider."*

Nick Moyer, Senior Channel Manager, Windstream Enterprise

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

