



Exemplify

AN INSIGHT INTO ONE RING NETWORKS' PARTNER PROGRAM

Formed in 2002, eXemplify Group helps businesses streamline the selection, implementation, and ongoing management of IT & telecom infrastructures. Possessing a deep knowledge of unified communications, eXemplify harnesses substantial relationships in the telecom industry to find the most efficient voice, data, or cloud solution to meet their clients' needs.

This is where One Ring networks comes into the picture. Partner Channel Manager for eXemplify, Cameron Bara, is focused on recruiting and assisting partners, enabling solution providers the opportunity to grow their presence by meeting the demands of eXemplify's partners.



The Challenges

A business who needs a reliable flexible connectivity partner

The Solution

One Ring Networks' varied reliable services

The Results

A happy business partnership where everyone wins





BUILDING THE CONNEXION

With One Ring Networks and eXemplify both operating in Atlanta, Dallas, and now Houston, the organizations have forged a relationship that has continued to open new doors. Bara cites the responsiveness and transparency of the One Ring Networks team as key reasons for the successful connection.

“The support and customer service is fantastic. One Ring offers tremendous flexibility because of the range of solutions they are able to provide. Obviously, fiber takes slightly longer to install but One Ring is capable of providing that too. The fixed wireless offering and 4G LTE solution represent excellent alternatives to fiber and we’ve used these to support our customers in becoming operational in a matter of days.

In fact, one partner approached eXemplify seeking a temporary solution to bridge the gap while another provider worked on installing fiber. One Ring Networks was on-hand to provide a 50Mbps fixed wireless circuit while the fiber was being delivered.

The partner soon recognized that this quick-fix solution was more than capable of solving their connectivity issues for an extended period of time. As a result, the partner canceled the planned fiber installation and continues to benefit from One Ring Networks’ fixed wireless as a primary solution.”



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BARA



ADAPTING TO DEMAND

This situation confirmed the quality and capacity of One Ring Networks to Bara and eXemplify. With that in mind, eXemplify came back to One Ring with another challenging request.

Searching for a carrier capable of installing fiber in a challenging location, Bara had limited options. With considerable construction intensifying the challenge, few providers were interested in taking it on. Those who were providing quotes for the fiber buildout estimated that the assignment would take up to 90 days.

However, with the approval of Bara and eXemplify, One Ring Networks tackled the job and had the fiber installed and operational within 30 days.

"WE'VE NEVER HAD A BAD EXPERIENCE WITH ONE RING NETWORKS. WE HAVE ACCESS TO THE TEAM WHENEVER WE NEED IT – FROM OUR CHANNEL MANAGER ALL THE WAY UP TO THE VP OF SALES. AT MOST ORGANIZATIONS, IT'S DIFFICULT TO EVEN GET A NUMBER FOR THE VP, BUT KRIS IS MORE THAN HAPPY TO JUMP ON A CALL AND DISCUSS WHAT WE'RE LOOKING AT AND SELLING ON TO OUR PARTNERS. IT'S GREAT TO HAVE THAT TRANSPARENCY."

BARA





WHAT DOES THE FUTURE HOLD

eXemplify continues to harness the expansive voice and data solutions offered as part of the One Ring Networks partner program in the Dallas-Fort Worth region. However, when asked to suggest ways that One Ring can improve as an eXemplify partner and as a communications solution provider, Bara had a simple proposal, "Expand into more markets so we can sell you more."

Heeding the advice of Bara, the One Ring Networks has recently announced the decision to launch operations in Houston and Tyler, Texas. We hope to build on the success of our relationship with eXemplify and are excited to build out our network across Texas.



GIVE US A CALL TODAY AT 1-855-ONE-RING OR EMAIL SALES@ONERINGNETWORKS.COM

One Ring Networks is a preferred carrier that powers today's business connections in the Atlanta and Dallas-Fort Worth markets. With innovative managed services and quick installation, One Ring Networks provides small, mid-sized and enterprise organizations with a faster, more reliable Internet connection.

For more information, visit oneringnetworks.com and follow [@OneRingNetworks](https://twitter.com/OneRingNetworks) on Twitter.

