

Advanced Technology Consulting

Prasco

Situation

ATC and Prasco have had an ongoing relationship stemming back to early 2011. Initially, ATC was contracted to conduct a comprehensive audit of Prasco's telecom services and carrier contracts for six locations. This audit also included negotiating new service contracts based on a new post-audit network design. At the time, Prasco was closing a location as well. This same location was in contract for its data and Internet services.

About Prasco

Prasco is a privately owned healthcare company headquartered in Mason, OH. Prasco specializes in authorized generic pharmaceutical products. Established brand companies partner with Prasco to bring their brand products to the generic marketplace as Authorized Generics, which offers alternatives to consumers and pharmacists.

Audit Results

Once the telecom audit was completed, Prasco selected Cincinnati Bell for the majority of its carrier services resulting in a 25 percent monthly savings. As part of the new 4-year telecom agreement, ATC was able to get Cincinnati Bell to waive the termination fee for the discontinued services at the closing location. Since the audit, Prasco has consolidated into two main offices—its corporate campus and Ignition APG, also in Mason, OH.

Since the initial audit and contract execution, Prasco's business continues to expand and grow. ATC has been engaged in a number of projects with Prasco since first partnering in 2011. One of those projects was assisting Prasco's IT department with establishing a disaster recovery location 30 miles from the corporate campus. ATC handled all of the network services needed for this to be accomplished. Another project was analyzing Prasco's Internet demand at the corporate campus and negotiating a staged bandwidth increase as the demand for Internet warranted.

“From the beginning I was impressed with Nick's (Enger) attention to detail, specifically for the proposed audit. As our relationship has developed, the unending value has been the ongoing support and problem solving capabilities Nick and ATC provide. If I have a question or issue, I know whom to call.”

Jennifer Vickers COO and Executive Assistant to the President **Prasco**



ATC conducts quarterly reviews of Prasco's telecom services as part the relationship. ATC also monitors invoices for discrepancies and serves as a trusted carrier liaison for Prasco.

What's Next?

ATC is currently working on advanced business continuity, back up, and disaster recovery options to eliminate any single point of failure for Prasco's local dial tone and network services.

TELECOM

VOICE NETWORKS

DATA NETWORKS

COMMUNICATIONS

COLLABORATION



Advanced Technology Consulting, Inc

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