

Air Hydro Power

Introduction. Founded in 1961, Air Hydro Power is an assembler and distributor of industrial products that include fluid connectors, custom hydraulic power units, motion controls,, pneumatic components, and safety equipment, Air Hydro has six retail locations in Kentucky. They are located in Louisville, Lexington, Henderson, Glasgow, Bowling Green, and Elizabethtown.

The Problem. Air Hydro was building a new corporate facility and needed to make a critical decision whether to move their current phone system which they had outgrown or replace their phone system. However, capital dollars were not available to purchase a replacement system.

The business relied on disparate phone systems. Each voice system was different and independent of one another. In essence, all locations operated as independent companies rather than one enterprise. Air Hydro had several current connectivity providers for Internet access, long distance, and local phone service. In addition, Air Hydro needed a solution to support their 25 roaming sales people that traveled and operated from one location to another.

The Solution. DigiTel made recommendations to converge the voice and data services to one network using the Smoothstone IP managed service solution.

This converged platform eliminated the need for expensive intralata circuits at each location. The Smoothstone solution allowed Air Hydro to replace antiquated equipment and create efficient point-to-point connections between locations. It also provided Air Hydro with call detail reporting features to evaluate and better manage their business communications.

Key Benefits to Air Hydro Power

- Provided new voice system with handsets built on a Cisco platform with little to no capital required.
- Reduced carrier expenses by \$4,000 per month.
- Allowed company to communicate with customers and employess as one enterprise.
- Provided 4 digit dialing between locations.
- Provided each sales representative with their own DID for communication at all locations.
- Provided one vendor for all technical support; one bill for all services.
- Provided easy scalability to accommodate change within the business.
- Provided a long-term strategy for their voice and data communications network.