



The Alexander Group provides "Awesome" IT solutions for Trinity Video



Profitable Technology Solutions

TRINITY VIDEO COMMUNICATIONS

The Alexander Group had a long relationship with Trinity Video, but had been viewed as "just the phone guys" providing outstanding support of their state of the art internal voice communications systems. With their growing business, the need to demonstrate and support their sophisticated video technology became increasingly dependent on a robust infrastructure and demanded more from their existing solutions provider. When the time came to upgrade the circuits between their offices, Trinity Video turned to The Alexander Group for guidance - the results exceeded their highest expectations - and Trinity now relies on The Alexander Group to provide all IT services and support for their offices.



Trinity Video is staffed with engineers and highly capable technical resources, but like many companies today, they do not have a full time IT department. Focusing on technology not directly relating to their core business is not the best use of their resources. Taking a holistic business ROI approach, **The Alexander Group reviewed the existing communications services and was able to provide the increased capacity needed for the additional location – while saving 20% on the existing monthly service costs!**

This provided Trinity the confidence and capital to engage The Alexander Group on additional projects: remote VoIP phones, resolving a business impacting problem with distributed file services; user/desktop support; and a much needed expansion to the Louisville infrastructure, including a state of the art Video Conferencing demo and conference services center – increasing revenue potential. Each of these have resulted in further savings and increased productivity – accounting for future needs in each subsequent phase - maximizing the investment while ensuring easy expansion. "The Alexander Group has impressed us by consistently anticipating our needs, ensuring changes and additional growth can take place easily, with minimal cost and impact" said Julie Kolb, Director, Administrative Services – "it's comforting to know they take a business benefits approach to all of our technology needs".

Trinity Video President Barry Sawyer adds this perspective – **"They have a strong synergy with our core company values - Customer-focused with responsive, first class service before, during, and after the sale."**

Client Profile

Trinity Video Communications
Louisville, Kentucky

High End, High Quality Audio Visual
Solutions with clients ranging from
Universities to the United States
Government.

Locations in Louisville, KY (HQ)
and Sterling, VA
www.trinityvideo.net

"They competently handle anything we throw at them - they've been awesome in everything they've done!"

*- Julie Kolb, Director
Administrative Services*



SOLUTIONS

- Voice and Data Circuits
- Server Support
- Desktop/Laptop Support
- Distributed File Services
- VoIP Telephony
- Network design
- Help Desk



RESULTS

- * Saved 20% on monthly phone bills.
- * Cut IT costs by \$1,500 a month
- * Integrated multiple offices into one network.

BEFORE



AFTER



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