

# Allpak Trojan

## Case Study

### How Netstar Has Made Sense of Telecom for Drew Sanders, IT Manager at Allpak Trojan

Unfortunately, the working relationship with our previous carrier deteriorated, but then one of our vendors recommended Netstar to me. I found that Netstar is not just the best carrier when it comes to addressing our cost concerns, but they are also the best at engineering solutions for other telecom needs.

#### Netstar Takes the Pressure Off

Netstar consolidated and made sense of the whole process. They helped us get our pricing in order, and then they made implementation easy by taking care of everything. I didn't have to worry about any administrative stuff. The best part wasn't what I had to do differently; it's what I didn't have to do at all. And once everything was completed, my Netstar account manager gave me the complete picture of our services. I was pleasantly surprised by how smooth the whole process was!

Without Netstar's help, I could not have gotten what I needed from the carriers. They got to the right people in the right places so I could be taken care of properly.

#### Netstar: "The Guys In Our Back Pocket"

I think of Netstar as "the guys we have in our back pocket" so that if things don't go well, I can call them and get it taken care of.

Netstar was highly recommended to me because they have an established level of trust with other companies. In the future, I won't even consider changing services or calling on any vendors without engaging Netstar first.