



“I was initially interested in MegaPath because of the cost-savings, but once they had us on the phone I was just stunned. Every person I’ve dealt with has been absolutely stellar. They really do everything they can to make a situation 100% perfect.”

— Christopher Joyce, Chairman and CEO, Joyce Co.

The Challenge

- Cut costs without sacrificing quality
- Utilize a low-maintenance, expertly run VoIP system
- Install quickly and easily despite a problem with firewall equipment

The Solution

- MegaPath T1 service dynamically allocates bandwidth for phone service as needed
- MegaPath’s sales representative was knowledgeable far beyond the competitors JoyceCo approached
- Even though the problem wasn’t with MegaPath equipment, MegaPath customer support quickly resolved the problem

The Result

- With MegaPath, Joyce Co. gets better T1 and phone service for a monthly cost less than half of what the local phone company quoted
- “I had never run into a company with such comprehensive service,” says Joyce.
- JoyceCo’s system was up and running within two minutes



Company Overview

Joyce Co. is a business that builds businesses. They help new companies turn ideas into marketable products and attract investment dollars. When they opened a new office in Pennsylvania, they chose MegaPath Hosted Voice for the cost-savings and flexibility. They were so impressed by the quality of the service and support they received that they now plan to extend MegaPath service to their Delaware office and to teleworkers in California, New Jersey, and Florida.

Cost Savings on Quality Services

MegaPath T1 service dynamically allocates bandwidth for phone service as needed – rather than reserving channels for voice and thereby limiting the amount of bandwidth available for data when there are no voice calls.

With MegaPath, Joyce Co. gets better T1 and phone service for a monthly cost less than half of what the local phone company quoted for voice service with a fractional T1. After rebates, their only start-up cost was the price of the phones.

Superior Service

MegaPath's sales representative was knowledgeable far beyond the competitors Joyce Co. approached. He provided detailed answers to every question and "separated MegaPath from the pack."

"I had never run into a company with such comprehensive service," says Joyce. He soon learned that his initial experience is the norm for MegaPath. "I really don't know how they do it at this price point."

An Expertly Run System

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Advantages

End-to-End Nationwide Infrastructure

Our privately managed MPLS network provides exceptional performance, total redundancy, and the flexibility to deliver true voice Quality of Service.

Complete Service Portfolio

We offer a full range of business broadband, voice, MPLS, VPN, and security services.

Unbeatable Experience

We've been serving businesses with innovative communications services for 16 years.

Superior Customer Support

Our friendly technical experts respond quickly and efficiently 24/7/365.