



“My channel managers deal directly with business customers who have high standards for voice/data communications, yet still expect to pay a reasonable price. MegaPath’s MPLS network allows us to meet these challenges to ensure continuous, prosperous channel partnerships.”

— Ali Niroo, Mid Atlantic Director of Business Development,
Converged Network Service Group (CNSG)

Booming Sales

MegaPath has emerged as CNSG’s #1 carrier of choice. Why? Because its monthly MegaPath-based sales are approaching six-figures. Among other offerings, Ethernet over copper (EoC) presents a highly affordable way to increase bandwidth, and Hosted Voice remains a great deal for the company’s smaller customers. MegaPath’s Hosted Voice dispenses with the need for PBX equipment, only requiring IP phones and a voice gateway. “When you can tell a business with ten employees or less that they can add a fully managed voice service without any dropped calls and five Cisco handsets for free,” Niroo says, “that gets their attention.”

Plenty of Feature Options

Whether the customer is a small, family-run restaurant or a large commercial enterprise, offering the very latest communications options are essential. MegaPath delivers a wide variety of services, including Integrated Voice and Hosted Voice, as well as state-of-the-art connectivity options, like Ethernet. Remote Office, Voicemail as Email and Find Me/Follow Me bridges the gap between mobile/virtual workers and office-based employees. “Our agency has grown significantly in the last four years and MegaPath is helping us diversify our offerings,” Niroo says. “We seek to differentiate ourselves for our clients, as well as eliminate any frustrations they encounter. With MegaPath, we can do this.”

Fit for Communications

Among the main carriers, CNSG works with, it found that MegaPath presented the best fit for an emerging national chain of fitness centers with nine locations and counting. “Our client portrays an upscale experience,” Niroo says. “When you’re selling that kind of image to high-end clientele, you don’t want to run into issues because your bandwidth can’t support the volume of growth. We’re now supplying to them bandwidth that enables them to launch massive, mass-marketing campaigns online without any concerns about the resulting traffic loads.”



Company Overview

CNSG helps manage communications for customers such as C-SPAN, Hilton Hotels and Resorts and the United Nations. The company delivers voice and data solutions to a wide variety of small, medium and large customers through a network of Value Added Resellers (VARs).

Backbone of Total Connectivity

Our MPLS network allows customers large and small to conduct business on privately managed, secure network – no matter how many locations they have or where those locations are based. Benefits include high performance, redundancy and true Quality of Service.

Abundant Features – Hosted Voice For Business

Highly scalable Hosted Voice avoids need for PBX equipment while lowering long-distance costs. Find Me/Follow Me and Remote Office makes for highly efficient, seamless communications in a business environment where employees could be anywhere, anytime.

Integrated Experience – Integrated Voice

Integrated Voice saves customers up to 45% over traditional phone lines while optimizing bandwidth. Voice/data communications can combine over single DSL, T1 or Ethernet connection. Voice compression and dynamic bandwidth allocation optimizes bandwidth usage.

Customer Support Second to None

We know business because we've remained on top of innovative communications support for companies for more than 16 years. If you have a question, our technical experts respond quickly 24/7/365.

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.