

## VERGE FUND CASE STUDY

**“MegaPath’s Ethernet service finally gives us a great alternative to fiber. MegaPath Ethernet gives us the same speed and quality of service as fiber, but at a much lower cost.”**

– Bill Bice, CEO, Verge Fund

### The Challenge

- ▶ Replace Verge Fund’s prior connectivity solution with a Broadband solution that could be installed quickly
- ▶ Install an affordable access type that can support an IP-based voice solution
- ▶ Choose a data and voice provider with nationwide services that can connect Verge Fund’s employees and 10 of its venture companies

### The Solution

- ▶ MegaPath Ethernet provides the affordable, reliable connectivity and support for Voice with QoS
- ▶ MegaPath’s Secure to the Core™ network guarantees the high-speed data and voice solutions that Verge Fund requires to work efficiently and effectively
- ▶ The new wireless network acts as a reliable backup connectivity option for Verge Fund

### The Result

- ▶ MegaPath 20x20 Mbps Ethernet is more affordable than the fiber alternative while offering the same quality and reliability
- ▶ MegaPath Ethernet saves Verge Fund over \$500 per month in direct cost savings
- ▶ Verge Fund enjoys the quality of MegaPath’s Hosted Voice and the convenience of receiving a single monthly bill for its Ethernet and Voice services



Verge Fund is a highly motivated super-angel venture capital fund that invests in seed-stage, highgrowth start-ups in the Southwest.

Located in Albuquerque, NM, the Verge Fund office is a renovated downtown warehouse that serves as the epicenter of technology startups. The location supports Verge Fund’s employees and approximately 10 of its venture companies.

### Affordable, Reliable Data

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MegaPath's Ethernet service enables Verge Fund to affordably connect its employees and venture companies while receiving one predictable bill each month. In addition, Verge Fund can now experience fast download speeds and high-quality voice communications over its Ethernet connection.

### High-Quality Hosted Voice

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With Verge Fund's adoption of 20x20 Mbps Ethernet, the company can experience fast upload speeds and high-quality IP-based phone calls with MegaPath's Hosted Voice service. Hosted Voice enables employees to benefit from advanced calling features—such as Find Me/Follow Me, Hosted Voice Mobile, and Visual Voicemail— and Quality of Service (QoS) to ensure voice quality from end to end.

### Lasting Relationship

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MegaPath's robust product portfolio, rapid installation time, and 24/7/365 customer service have given Verge Fund the welcomed peace of mind that accompanies choosing a single provider for its data and communication needs.

“Before switching to MegaPath, the quality of our Voice over IP services did not meet our expectations, which led us to search for a new communications provider that could support our voice and data connectivity needs. We looked at all of the traditional fiber providers, but they are expensive. MegaPath offered the first realistic alternative to fiber and now we have a fiber-quality connection at a reasonable price point.” —Bill Bice, CEO, Verge Fund

### The MegaPath Advantage

#### Complete Service Portfolio

We offer a full range of business voice, data, security, and hosted IT services.

#### Superior Voice Quality

Our voice network achieves 99.999 percent availability, providing customers with the highest level of reliability in the industry.

#### Proven Expertise

We've been serving businesses with innovative communications services since 1996.

#### Experienced Customer Support

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

