

# envision your IT

## CUSTOMER SUCCESSES

### CE TECH HELPS GLOBALLY RECOGNIZED TECHNICAL PROFESSIONAL ORGANIZATION IMPROVE FUNCTIONALITY AND SAVE ON WEBEX SERVICES

#### Challenge

A large technical organization was nearing the end of a multi-user Cisco Webex conferencing and cloud-connected audio solution. The organization had outgrown their Webex active user perpetual licensing model and was incurring significant international toll and toll-free audio charges. They needed a more flexible solution that offered similar functionality but at a reduced cost.

#### Solution

CE Tech's senior sales executive and solutions architects listened, researched and prescribed a unique and scalable Webex plan that exceeded the client's initial requirements—one that migrated their on-prem collaboration to a more cost-effective subscription model. CE Tech designed a custom solution unmatched by any other provider bundling Webex and the existing collaboration licensing into a common subscription.

#### Results

Following CE Tech's implementation, the organization now has the most competitively priced plan available, with a reduced cost-per-user for Webex services and a significant cost reduction for their subscription. By moving their on-prem collaboration licensing to a subscription model, they no longer require related software support, which adds additional dollars to their bottom line.

Additionally, they have the added benefits of unlimited VOIP usage, toll audio (call-in), and call-back services, with the ability to record and store as many Webex meetings as needed in the Webex cloud.

Today, this technical organization has exponentially increased efficiencies using a subscription-based, seamless, highly connected communications solution to satisfy their teams' collaboration needs.



Select Certified

#### At A Glance

We help businesses transform, simplify and optimize their IT infrastructure to compete in a digital economy. Through the strategic assessment, planning and deployment of advanced infrastructure solutions, our experts help you achieve maximum agility and superior performance across your infrastructure to drive fast-paced innovation and growth.

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