



## Peckar & Abramson **Saves \$3.6 Million** With CommQuotes as Trusted Advisor

*Peckar & Abramson was no longer able to tolerate unreliable service and expensive pricing from their existing phone system and MPLS provider. CommQuotes came through as a trusted expert from the first moment – and continues to support Peckar & Abramson’s growth.*

Luis E. Alvarez, IT Director at Peckar & Abramson



### **The Challenge: Stop Suffering From Subpar Service and Inflated Pricing**

Peckar & Abramson – a large, nationwide law firm serving leading companies and organizations in the construction industry since 1978 – was overwhelmed in their search for a new phone system and a WAN provider. Deeply dissatisfied with their current phone service and internet connectivity, but locked into a multi-year contract, Peckar & Abramson needed an alternative to help them save on costs while adding security and improving performance.

The firm tried to source their solutions themselves but quickly started drowning in options and realized they needed to find a resource and partner they could trust. Luis E. Alvarez, Peckar & Abramson’s IT Director, turned to the Spiceworks forum, where he found expert, informative responses written by the CommQuotes team.

“I was impressed by all of their responses in Spiceworks. They really demonstrated their expertise and agnostic approach,” said Alvarez. “We continued to have calls and meetings after our initial interaction, and I was able to see the value of CommQuotes right away.”

**“ CommQuotes easily proved they were the trusted, unbiased partner and resource we were looking for.**

- Luis E. Alvarez, IT Director at Peckar & Abramson

**Get Started With a Smoother IT Experience**

Contact CommQuotes today to get on the path toward easy, cost-effective IT.

**1-888-9-QUOTES**  
team@commquotes.com



## The Action: Set Up for Success Leaving an Inadequate Service Provider Behind

With CommQuotes by their side as their trusted advisor, Peckar & Abramson has migrated off of a legacy MPLS network to a game-changing SD-WAN platform. They have revolutionized their security posture and are in the final selection process of their new, improved cloud phone vendor. Total cost savings to date? A staggering \$3.6 million.

CommQuotes has taken charge of the IT technology and procurement process from the beginning, fully immersing themselves in the firm's use case, needs, and requirements as well as offering unbiased recommendations across a deep portfolio of better suppliers. They quickly narrowed the field of vendors to the top partners based on multiple deep dives and needs assessments, and they helped facilitate proof of concept (PoC) to ensure execution and success.

Peckar & Abramson also leverages CommQuotes' expertise for a range of other services:

- MPLS to SD-WAN migration
- Cyber security services
- Wireless consolidation to gain efficiency and create savings
- Disaster recovery as a service (DRaaS)
- Data center colocation
- Cloud computing services

**|| Having a trusted advisor to go to has been a huge benefit because we are a big law firm with such a small IT team. We don't have that kind of expertise in house.**

- Alvarez



## The Results: Millions in Savings and an Agnostic Resource They Can Trust

Peckar & Abramson now has the trusted, expert technology partner they'd been missing and can trust CommQuotes with their entire technology infrastructure.

CommQuotes:

- **Helped Peckar & Abramson save \$3.6 million over 60 months**
- Managed the cancellation of their last remaining circuits with their existing MPLS provider and migration to SD-WAN.
- Enhanced the firm's security posture by procuring services from a provider with its own complete security stack.
- Navigates all of the firm's IT procurements across the board.
- Saves Peckar & Abramson the equivalent of a full-time employee in the time and resources CommQuotes provides as a trusted advisor.

With CommQuotes' help, Peckar & Abramson now enjoys network uptime of nearly 100% – and the assurance that should any issues ever come up, CommQuotes is there to manage the problem. Their new SD-WAN solution's reliability was also a key factor in keeping the firm's employees working smoothly during the work-from-home era – and continues to be a boon to productivity.

**|| For anyone going through the same transition from MPLS to SD-WAN and/or premise to cloud voice – or really anything telecom or cloud related – I 100% recommend CommQuotes. We wouldn't be where we are now without them as our trusted advisor.**

- Alvarez