

# CommQuotes Helps Ed Staub & Sons Improve Technology Across 90+ Locations

Ed Staub & Sons Now Has One Trusted  
Advisor for All Their IT Decisions

## Fueling Ed Staub & Sons' Technology Needs

When Ed Staub & Sons Petroleum, Inc. needed to secure Microsoft O365 licensing, they turned to a trusted Spiceworks partner for help. Fast forward three years, and CommQuotes is now Ed Staub & Sons' go-to guide for all their IT, voice, and cloud needs.

## The Challenge

Ed Staub & Sons, a fuel provider serving communities throughout the western U.S., was in the market for cost-effective licensing for Microsoft O365. After getting the runaround from direct sales representatives, Ed Staub & Sons' management team knew they needed help from a trusted technology advisor.

The company was looking for an advisor who:



Could source the best solution and negotiate for the best pricing on their behalf.



Wanted to learn more about the business rather than jumping straight to the solution.



Worked closely with Ed's team to review every option and provide responsive support.



**"As a company and department, we're not large enough to have subject matter experts in all areas. Thankfully, CommQuotes doesn't stop until they've helped us find an answer to our problem."**

- Trevor Oswald,  
Manager of Information Systems at Ed Staub & Sons Petroleum, Inc.



**CommQuotes is always working for us to make sure our questions are answered, our projects are on track, we're talking with the right people, and our budget is going as far as it can.**

- Trevor Oswald,  
Manager of Information Systems at  
Ed Staub & Sons Petroleum, Inc.



## The Action

After learning about CommQuotes through the Spiceworks community, Ed Staub & Sons reached out for help procuring discounted licenses for Microsoft O365. CommQuotes jumped in to help Ed Staub & Sons' IT management team navigate potential solutions and find the right fit. However, it soon became clear that the company needed more technology support than anticipated.

CommQuotes also helped Ed Staub & Sons:

- ☒ Move to a cloud voice system across the company's 90+ locations.
- ☒ Procure a TEM provider to help manage billing company-wide.
- ☒ Secure a new SD-WAN and SASE solution for every location.
- ☒ Simplify management and optimize mobility for 700+ user devices.

## The Results

With CommQuotes' vendor-agnostic guidance and support, the company was able to:



Save over **\$86,830** on  
mobile costs



Improved WAN and Security  
Posture across **90+** Locations



Consolidate **83** Invoices  
across 40 suppliers



Move **100%** of legacy  
systems to the cloud

Ed Staub & Sons now relies on CommQuotes to help make smarter decisions on all their technology needs with responsive, trusted advice and support.

# CommQuotes