⌀ 2600Hz

Expediting Time To Market

Case Study

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How 2600Hz's Unified Communications platform enabled
Telnexus to quickly go to market and lock in new subscribers.

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2600Hz

Telenexus's Story

About Telenexus

Telnexus is a communications service provider delivering Cloud PBX, SIP Trunks, Metro Wi-Fi and Managed IT services in the San Francisco Bay Area. Telnexus helps businesses make the most efficient use of their communication dollars by providing integrated management of voice and data services.

Business Challenges

Telephone companies are limiting businesses in the US with old and expensive infrastructures. Telnexus wanted to modernize those limited businesses and in turn become a profitable carrier. As a Managed Service Provider, Telnexus desired to upgrade their business model by providing advanced voicemail, PBX and telephony applications. Telnexus required an advanced PBX solution, providing modern telecom solutions to their customers.

"The big advantage in going with 2600Hz for any Internet telephony service provider is time to market. 2600Hz accelerated our business plan because it allowed us to enhance our services and lock in customers with telecom subscriptions."

Vernon Keenan
CEO | Telnexus

![2600Hz logo]

2600Hz's Solution

Solution

Telnexus approached 2600Hz because of their Hosted Unified Communications solution. 2600Hz's pre-built components helped Telnexus establish basic functionality, and their advanced features helped them scale. A 2600Hz Account Manager guided Telnexus through trainings, introduced them to other partners and created solutions specific to their market. 2600Hz's distributed architecture offered Telnexus scalability and advanced PBX solutions. Telnexus was able to go to market by providing a modern and multi-tenant PBX solution.

The 2600Hz Difference

Telnexus used 2600Hz to shorten their go-to-market strategy by months, if not years, compared to building a customized telephony solution. 2600Hz's advanced Unified Communications platform helped Telnexus scale and transformed them into a VoIP technology leader in the Silicon Valley. 2600Hz's features helped Telnexus quickly go to market and lock in new subscribers. By allowing Telnexus to focus on running their business instead of building a telephony cloud, Telnexus has launched their sales and marketing efforts knowing that they have the most advanced telecom solution supporting them.

Solution Area

- Time to Market
- Scalability
- Hosted Unified Communications
- Customized Solutions