

“To state it simply, the people at PAETEC know communications.”

Jim Clancy
VP of IT
Cornerstone Group

Industry:
Real Estate Development &
Property Management for Rentals

Size:
600+ Staff Members

Location:
Corporate Headquarters;
Coral Gables, FL

Founded:
1993

Website:
www.cornerstonegrp.com

Cornerstone Group

Customer

The communities Cornerstone Group builds are distinctive – whether in urban, suburban, or rural settings, its high-quality housing properties create value through lasting architectural improvements and superior amenity packages.

Exciting designs that yield exceptional value are the hallmark of every Cornerstone residence. With more than 16,000 homes built for discerning families, Cornerstone builds more than places to live – it creates unique, thoughtfully planned communities that exceed the standards for quality construction.

Situation

When Cornerstone Vice President of IT Jim Clancy joined the company approximately three years ago, Cornerstone had a Voice and Data T-1 with PAETEC. Cornerstone was recently looking to expand into Orlando, Florida, and at the same time, its PAETEC Account Managers introduced our VoIP services to Cornerstone. It was perfect timing. Even though Clancy met with other providers to review their services, he believed PAETEC was the best choice. Clancy stated, “We enjoy going with one provider for our communications solutions. Plus, PAETEC’s prices were better than other providers in the industry.”

Solution

Today, Cornerstone is using our Dynamic IP (VoIP) service over our secure Multi-Protocol Label Switching Virtual Private Network (MPLS VPN), E-mail Security Services (ESS), Internet, PRIs, and a Voice and Data T-1. “We continue to sign on for more PAETEC services, because they all go hand-in-hand. Everything works so well together,” commented Clancy.

PAETEC’s Dynamic IP Service integrated Cornerstone’s sites, enabling the company to use IP phones to dial between offices, which is ideal for its new Orlando office. Regardless of location, calling between offices is now just a local call. Cornerstone’s employees can work remotely through VPN as if they are right in the office. It is a

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perfect solution for today’s changing work environment. In addition, Cornerstone no longer has to manually scan for viruses and spam as PAETEC’s ESS eliminates at least 1,000 spam messages daily. ESS catches unwanted images and content before they arrive in the company’s network, resulting in faster e-mail and greater productivity for the employees.

Result

“To state it simply, the people at PAETEC know communications,” stated Clancy. By using PAETEC’s VoIP, ESS, MPLS VPN, and other products and services, Cornerstone has the latest technology, which helps keep it ahead in its industry. “PAETEC has helped us work more effectively and utilize our bandwidth more efficiently, plus save on communications costs,” said Clancy. “We can’t wait to try new services, including PAETEC’s Web Security. It is a nice complement to ESS.”

As an added bonus to the productivity enhancement that PAETEC’s solutions provided to Cornerstone, the company was able to save about \$500 a month at its Corporate Headquarters and about \$300 a month at its Orlando office just by switching to PAETEC. “I trust in PAETEC. The people are like an extension of our company. They are always there to help and provide technical assistance. It is a true partnership,” remarked Clancy.