



“As we’ve grown over the past five years, Speakeasy has helped us save money and given great support and services. Now that we have 450 employees and are pushing \$70 million, I hope Speakeasy will be with us the rest of the way.”

— Rich Pappa, **CIO**

MCMC, LLC provides customized managed care, medical bill review, and integrated service programs. In 2004, MCMC had about 100 employees and two locations in Boston, MA and Bethesda, MD. That year they introduced a new technology-focused 5-year plan that relied heavily on Speakeasy and other vendors to help them grow. Now they have 450 employees and are committed to rolling out Speakeasy at all of their 14 locations across the country as older voice and data contracts expire.

DATA

CHALLENGE

All of MCMC’s 14 locations across the country, as well as employees working on-site at client locations, need reliable connectivity to send and receive huge PDF and video files.

SOLUTION

Every time they need an Internet connection, MCMC can easily find the right bandwidth at the right price point with Speakeasy’s full range of ADSL, T1, Bonded T1 and Business Ethernet solutions.

RESULTS

MCMC has been particularly delighted with Speakeasy’s **affordable high-bandwidth Business Ethernet service**, such as a 10 Mbps connection for only twice what they had been paying for a 3 Mbps Bonded T1.

VOICE

MCMC has had many issues with PBX maintenance and administration at their various locations. Managing the phone system is a distraction from the technology focus of their business.

As PBX contracts run out, MCMC is gradually moving all their offices to Speakeasy Hosted Voice, thus eliminating the need for on-site maintenance and introducing more flexible features with easier web-based management.

With Speakeasy Hosted Voice, MCMC has consistently saved 20-50% on start-up costs compared to competitor quotes. They’ve also **cut month-to-month costs up to 50%**, primarily because of savings on long distance.

SIMPLICITY

Over the past five years, MCMC has been undergoing major growth following the re-invention of their business model and technology. Having partners they can rely on has been critical to their current success.

Speakeasy’s comprehensive service portfolio and exceptional customer support have given MCMC the peace of mind to choose a single provider for all of their voice and data purchases.

“If you want to grow with a vendor, pick Speakeasy,” says CIO Rich Pappa. “They really build a relationship, without pressure or false expectations, and work to help customers get to the next level.”

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