Westmont College: A Small IT Shop Does More with Less

CISCO

The Opportunity

Westmont College had the opportunity to upgrade its outdated telephony system. They needed a new system that would give students and staff integrated communication across voice, video, text and email– without increasing their IT budget.

So they turned to the Cisco Partner Ecosystem.

Cisco Partner Ecosystem

Application Developer

Esna
Cisco Solution Partner

Reseller

NIC Partners
Cisco Gold Certified Partner

Cloud Provider

Netelligent
Cisco Gold Certified Partner

The Outcome

Cisco partners worked together to design and implement a hosted cloud solution. The result: richer, more flexible communication for users and lower staffing and maintenance costs for Westmont IT.

- **$200,000 reduction in technical staffing needs**

- **$150,000 reduction in security costs**

- **$200,000 reduction in annual maintenance**

Together, we've got you covered.   www.cisco.com/go/meetpartners