



Medicom Implements FLEXband

***Faster Connectivity and Increased Bandwidth
Efficiency Provided by Netcelerate***

Executive Summary

The Situation

- Global medical supplier requires efficient bandwidth solution

The Challenge

- Multiple locations worldwide
- Increasing bandwidth usage
- Security requirements

The Solution

- FLEXband, Netcelerate's high bandwidth solution
- Increased speed and scalable bandwidth
- Hosted firewall and network monitoring

The Benefits

- Cost reduction for internet service
- Faster speed and greater efficiency
- Network optimization
- Enhanced security
- Enablement of business processes transformation

The Situation

Headquartered in Montreal, Quebec, Medicom is a privately owned manufacturer of high quality dental and medical disposable supplies, along with a comprehensive line of oral healthcare products. The company holds a strong market position in the manufacturing and distribution of its products, many of which are also produced for major distribution partners worldwide and leading market brands.

The Challenge

With offices in Canada, United States, Europe, Dubai, China, Hong Kong and Japan, Medicom's continued growth is a statement to their customer satisfaction and continued market leading strategies. With this worldwide presence stems the importance of online accessibility and security. Medicom's continued success depends on increasing the utilization of internet-based technologies and resource optimization; this includes a cost-effective broadband solution.

Medicom's original broadband service was supplied at a high cost and did not meet their efficiency and growing bandwidth requirements.

“By optimizing the network processes and reducing monthly recurring charges, Netcelerate was the clear service provider of choice; Netcelerate will be a continued partner moving forward in Medicom's success.”

- Laura Foam,
Executive Assistant to COO

The Solution

Medicom now deploys Netcelerate's FLEXband internet service which provides a cost-effective increase in bandwidth. Netcelerate's solution was to implement network level security, application level security, hosted firewall, packet prioritization and traffic shaping, web content filtering, network monitoring and remote router

management including failover capabilities.

Netcelerate has installed their Cloud Computing Edge (CCE) device on Medicom's premises and now performs 24/7/365 network security for Medicom.

In addition, Netcelerate also hosts Medicom's website and ftp server in Netcelerate's secure datacenter as a replacement to locating the website server on Medicom's premises.

The Benefits

Netcelerate's FLEXband solution allows Medicom to realize several key benefits:

- 35%-40% cost reduction in internet service
- Increase in overall speed and efficiency
- Communication integrity and ease of management
- Faster response to customer queries
- Enhanced security and network 24/7 network monitoring

About Medicom

For more information about Medicom, please visit

<http://www.medicom.com/>

About Netcelerate

Netcelerate offers affordable small business voice communications, data and mobility solutions and services to businesses across Canada and the U.S.

FLEXband contributes to Medicom's ability to meet the critical technology requirements of the evolving healthcare industry.