

Agile Networks Delivers Connectivity that Facilitates Growth

Agile Networks

Agile Networks is the premier provider of hybrid transport networks by bringing together fiber and wireless assets, supplying connectivity to empower individuals and transform organizations. Agile Networks utilizes vertical infrastructure along with the latest in fiber-optic and wireless technologies to provide world-class broadband data solutions. Engineered to the stringent specifications required to support public safety, Agile Networks boasts carrier grade performance and military grade security. Agile Networks has the ability to deliver solutions to rural areas as well as major cities.

Customer Profile

Old Forge Services, Inc. (Old Forge) is a transportation services company based out of Mogadore, Ohio. Old Forge started out in 1987 as a family-owned venture with a single truck and trailer. In the years since, the company has evolved into an expansive operation offering transportation, industrial packaging, material recycling, and manufacturing. Today they have 28 full-time employees and provide services throughout the continental United States.



Situation

Company Moved into a New Facility with No High Speed Connectivity Available

Old Forge Services made the decision to relocate their base of operations due to their rapidly growing needs. After arriving at their new location, Old Forge began to upgrade their phone and security systems to benefit from modern technology while saving costs but were unaware of the connectivity challenges they would encounter. Their location made it nearly impossible for fiber providers to reach their facility in a cost-effective manner. With all their connectivity coming through a single T1 line, they became inefficient. Communication suffered and the ability to grow was limited.

Solution

Adding a Monopole to the Grounds Enabled Connectivity

When Old Forge reached out to Agile to help solve their problems, obstacles between Agile's tower and Old Forge's location became apparent. It was determined that with the simple installation of a 60-foot monopole on Old Forge's property, Agile would be able to achieve line-of-sight to their tower and provide fiber grade wireless connectivity.

Result

A Business Running According to Plan

Old Forge was finally able to see their expansion take place as they envisioned. No longer are they having to deal with calls dropping or software lagging. *The Agile Network* solution provided a reliable connection with plenty of bandwidth that provided room for growth while saving tens of thousands of dollars.



Agile solved a problem for us that nobody else was able to. We really appreciate what they've done here at Old Forge.

- Theresa Eubanks, President of Old Forge Services



Situation

Company Moved into a New Facility with No High Speed Connectivity Available

In January of 2012, in response to the growing needs of the company, Old Forge Services made the decision to relocate their base of operation to a rural area outside of Youngstown, Ohio. While upgrading their facilities, Old Forge also purchased new IP based phone and security systems to enjoy the benefits of the modern technology and save on their monthly bills. What Old Forge could not have foreseen were the challenges that they would encounter in getting reliable connectivity to support their new investments.

Old Forge's new office was located approximately six miles west of the nearest city and had a railroad and interstate highway in close proximity. These obstacles made it nearly impossible for fiber providers to reach the facility in a cost-effective manner. Knowing they were in need of dedicated bandwidth for their phone systems, the only option left to Old Forge was to purchase a T1 line.

Though Old Forge was consistently on the lookout for new connectivity options, time rolled on and the T1 remained their only viable option. By the summer of 2014, the company had eight phone lines and all of the Internet users in their office sharing a single T1 line. Calls were consistently dropping, and their scheduling software wasn't running effectively. With communications being insufficient for their current staff, it was next to impossible to bring on more employees in order to continue growing the company.

On a tip from a provider who was unable to get Old Forge affordable fiber, Theresa Eubanks, the President of Old Forge Services, reached out to Agile Networks. Agile was very understanding of Theresa's situation and anxious to help solve her problems. Agile had active network in the area, but there was one problem. Obstacles lay between Agile's tower and Old Forge's location, and their building wasn't quite tall enough to receive the required signal from the tower.

Solution

Adding a Monopole to the Grounds Enabled Connectivity

Agile employed a proven strategy they'd used in the past when bringing connectivity to rural southeastern Ohio. Agile's review team did an analysis of Old Forge's property in relation to the tower site and determined that if Old Forge were to put in a 60-foot monopole on their premise, they would achieve line-of-sight to Agile's tower and be able to obtain the signal strength needed to provide fiber grade wireless connectivity. With the pole in place, Agile could install at the top and perform a simple cable run to connect Old Forge's offices.

This was the solution Old Forge had been waiting for. In lieu of spending tens of thousands of dollars to have a fiber line run into the facility, they jumped at Agile's recommendation. In September of 2014, the pole was installed and a high capacity symmetrical internet connection was installed at Old Forge Services.

Result

A Business Running According to Plan

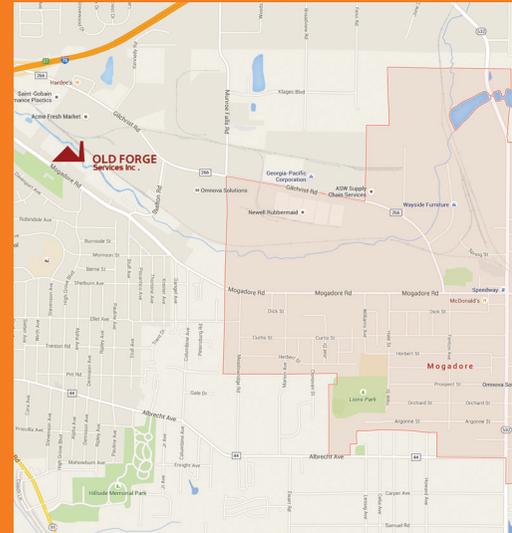
With their bandwidth issues behind them, Old Forge's expansion to a larger facility is finally working out how they envisioned it would after moving there in January 2012. The data is there to allow them and their customers to rely on their VoIP phone system, and the connectivity is plentiful enough to support simultaneous use of the phones and Internet.

Not only has Old Forge seen increased functionality from the technology they already had in place, but they had ample bandwidth to finally hook up an IP based security system two years prior that had been sitting to the side due to the T1 restrictions. They've also been able to bring on new hires that were overdue without the concern of being able to support their operational needs.

"People underestimate the effect good connectivity can have on a business," said Eubanks. "Agile solved a problem for us that nobody else was able to. We really appreciate what they've done here at Old Forge."

Old Forge Services

- Transportation services company based in northeast Ohio
- Provide service throughout the contiguous United States



Situation

- Company moved to a new rural location in January 2012
- Fiber not available in the area without tremendous up-front cost
- Bandwidth limitations disrupting day-to-day operations

Solution

- Agile determined that the installation of a 60-foot monopole on Old Forge's property would allow for line-of-sight to the nearest Agile tower in order to provide connectivity

Result

- Provide reliability
- Significant savings
- Increased bandwidth that allows for growth

“People underestimate the effect good connectivity can have on a business,” said Eubanks.