



Customer Testimonial

Customer: ADP/Statewide Insurance Agencies, Inc.

Industry: Insurance

Contact: Paul Monacelli, President

ADP/Statewide Insurance Agencies, Inc., represents 26 regional and national property and casualty insurance providers for customers throughout New Jersey, New York and Pennsylvania. As an independent insurance agency, ADP/Statewide Insurance works with clients to broker home, auto, personal health and life, group health and business and commercial policies.

Paul Monacelli, President of ADP/Statewide Insurance Agencies, and his partner, Donna Cunningham, are committed to industry professionalism, community involvement and a level of service not found among captive agents who represent only one insurance provider; and they appreciate working with suppliers who share a similar philosophy.

Mr. Monacelli was not satisfied with the service and support provided by his previous business communications vendor. When he received a mailing introducing him to Optimum Lightpath's unique offerings, he was intrigued. He contacted Optimum Lightpath in hopes of identifying a way to achieve improved reliability, customer service and data throughput in his communications.

What he discovered in Optimum Lightpath was a combined, Metro Ethernet-based voice and Internet solution that would eliminate ADP/Statewide Insurance's reliance on traditional telephone service and offer the increased bandwidth his company needed.

"I had never heard of Metro Ethernet before," Mr. Monacelli remarked, "but the folks from Optimum Lightpath made a great presentation. We felt comfortable with the change and are excited to be using this new technology."

He also appreciated Optimum Lightpath's distinctive approach to his business. He noted further, "I was impressed with the way Optimum Lightpath evaluated how we do business and how we would use the service."

Now that Metro Ethernet is installed, Mr. Monacelli points out that ADP/Statewide Insurance Agencies is enjoying a reliable communications network and the ability to grow the business without adding to its communications budget. “We were able to significantly increase our Internet bandwidth to accommodate our growth.”

Optimum Lightpath is more than a vendor to ADP/Statewide Insurance Agencies, Inc. “We value our relationships with our clients and appreciate vendors who do the same,” Mr. Monacelli remarked. “We plan to include Optimum Lightpath in future decisions to incorporate technology in our business.”