

Customer Testimonial

Customer: Proginet Corporation

Industry: Enterprise Security Software

Contact: Kevin Bohan, Chief Information Officer

Proginet Corporation is a leading developer of enterprise security software – specifically, advanced managed file transfer over the Internet. The company’s solutions address challenges ranging from high-volume data movement and security to regulatory compliance and control of information-based enterprise activity for hundreds of organizations worldwide, including many of the Fortune 500.

Highly scalable in nature, Proginet solutions can be implemented quickly in businesses of all sizes, from those with as few as a half dozen employees in a single office to those with thousands of employees at multiple locations throughout the world.

Reliable, high-bandwidth communications are fundamental to Proginet’s ability to demonstrate its solutions and capabilities and provide ongoing service and support for its customers.

“Moving large volumes of sensitive data is what we do for a living,” noted Kevin Bohan, Proginet’s CIO. “A lot of what we do is done over the Internet, and the files we transfer are often very large. That means we need high-capacity bandwidth, with maximum reliability.”

Prior to switching to Optimum Lightpath, Proginet supported voice and data communications at its New York headquarters with four T-1’s from another provider.

“Our old configuration artificially divided each T-1 into 28 channels, which restricted the maximum throughput we could achieve,” he explained. “We needed more bandwidth to improve our customers’ experience, but adding another T-1 was going to be cost-prohibitive and still wouldn’t give us the ideal configuration.”

A fellow IT executive Mr. Bohan knew at a major hospital in the area - who was already an Optimum Lightpath customer - suggested that Proginet take a look at Optimum Lightpath.

“I knew of Optimum Lightpath, but did not realize how impressive the service and network infrastructure were,” commented Mr. Bohan. “I was also familiar with Metro Ethernet but assumed, because of its much greater capacity, it would be more expensive than traditional telecom services. I was surprised to learn we could gain so much bandwidth and reduce our costs. That made our decision to switch to Optimum Lightpath a no-brainer.”

Proginet adopted a bundled 10 Mbps voice and Internet solution, which provided the company with much higher-capacity Internet access and flat-rate local and long distance voice service. “We leap-frogged what our plan would have been for greater bandwidth, and still saved more than \$1,500 a month,” he noted. “That equates to 35 percent - a substantial benefit for any business.”

Cost savings is just one of many benefits Proginet has gained since making the switch to Optimum Lightpath.

“With Optimum Lightpath, the entire 10 Mbps pipe is available to us, which enables us to achieve far greater transmission speeds,” Mr. Bohan remarked. “The improved performance has not only enhanced our interface with customers, it has also allowed our own team to work more efficiently between our locations in New York and Toronto.

“The service fits in with our longer-term business plan,” he continued. “It will allow us to expand the array of Internet-based solutions we offer, and continue to grow our customer base.

“Optimum Lightpath’s service offerings, pricing and customer service together exceed anything we’ve ever seen,” he concluded.