

Managing Challenges In The Public Sector By Finding Cost Saving Solutions In Telecommunications, IT And Electric Services

By: John A. Smith, Managing Director, Capable Communications

The pressure on municipal governments today is relentless: less revenue, fewer services and higher costs. But imagine putting money back into the municipal budget! That's what we accomplish for our municipal clients – it is possible.

Capable Communications is on a mission to help the public sector reduce their telecom, electric and technology expenses, so hard pressed managers can continue to meet the demands of their communities without cutting back on services. Today, choosing from the hundreds of telecommunications service providers, electric suppliers and technology firms makes it difficult for any municipality to research and select the right solutions to meet their unique needs and reduce costs without affecting service levels.

To meet this challenge, officials often need outside support to select the ideal companies for their specific needs. Faced with so many choices and demands, it's hard for a municipality to keep track of ever-changing telecom and IT offerings or electricity suppliers; a role that is outside their core strengths, especially in a time when many are downsizing. Often a municipality chooses the wrong service provider because they're too busy with other projects or do not have time to research all available options. We specialize in helping municipal managers find the best service provider while saving them money. Selecting the right solution and service provider can be the key to holding the line on your municipality's costs during these tough times. **Typically we save municipalities between 10% to 50% on these services.**

Capable Communications has forged partnerships with both local and worldwide providers to take advantage of

multiple cost savings solutions in a wide range of services for its clients. Some of these partnerships include specialized companies like Ancero, BlueClone Networks, Computer Solutions, Expert Technology Associates, ExTel Communications, Empire Technologies, Magellan Hill, OpDecision, Shared Technologies, 4TelecomHelp, R2P2, Value Communications. We also

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Our vision for Capable Communications is to service our customers as the 'GO TO' advisor in this region whenever municipalities are looking for telecom, electricity or IT related services and need to reduce costs and maintain service levels. Our passion is building partnerships with



maintain relationships with larger providers such as Broadview, PAETEC, AT&T and Verizon. Capable Communications partners with a number of Hosted Voice over IP (VoIP) companies who provide an outsourced phone system solution that enables our clients to enhance their business intelligence and gain efficiencies.

Recent success stories include a large North Jersey MUA, for whom Capable Communications helped lower telecom costs by over 25%. A central New Jersey Township needed to upgrade their phone system. Capable Communications negotiated with the telephone carrier to purchase this phone system upgrade (\$60,000.00) for the Township; thus there was no cash outlay for the Township. Even with this phone system upgrade, this Township is still able to save almost \$50,000.00 per year on their telephone service. Numerous New Jersey Townships are in the process of taking advantage of telecommunications and electric savings in the amounts of \$10,000.00 to \$70,000.00 per year.

clients and matching municipalities with the exact solution providers in order to help them reduce costs and contribute to their overall operational success. We offer free consultancy for all our services.

In summary, Capable Communications' mission is to help public agencies and private sector businesses of all sizes reduce their telecom, electric and technology costs while assisting them with finding better ways to communicate and operate. We help clients find the best service provider at the lowest cost for their specific needs. With over 22 years of telecommunications experience in the NJ market, John's passion for a clear understanding of customer needs and solutions provides the guiding force behind Capable Communications' values – and our customer's success. 📞

For more information go to www.capablecomm.com or call us at 609 301-5544.