

CenturyLink Solutions Featuring:

CenturyLink IQ™ Networking Internet Port

Case Study: McGough Companies

Challenge

McGough Construction provides construction management services. The firm's employees needed to more efficiently collaborate on projects to share large files and access a collaborative project management Web-based application. Moreover, "We wanted one big pipe that allowed us better security than having individual Internet sites to tie all our offices together," Ted Harlan, director of IT for McGough Construction said. "If we didn't switch over, I would have had a lot of disgruntled employees, frustrated that the connection wasn't fast enough."



Solution

Managers compared tier one providers against their list of criteria. "We looked at cost, reliability, and a commitment that the line was going to be very reliable," Harlan said. In addition to these requirements, Harlan's team wanted a vendor with a wide footprint to provide services to the company's many sites.

Based on these criteria and the IT team's analysis, managers selected the CenturyLink IQ™ Networking Internet Port service. "We felt they were the best

(continued on back)

(continued from front page)

provider in our market, and we had a great relationship with Qwest," Harlan said.

Technicians installed a single 10 Mbps Internet pipe to one site which provides Web access to the company's cloud. About a dozen other sites connect to the company's cloud—and Internet port—via the CenturyLink IQ™ Networking Private Port service.

Benefits and Results:

A High-performance Internet Connection

- "We don't pay any more money and we got a lot more bandwidth," said Harlan. "That improves our performance and the user experience."
- "People's e-mail usage has decreased in the amount of time that they're sending and receiving large, attached construction documents," Harlan said.
- The CenturyLink service delivers "better reliability than our old technology," according to Harlan.
- The CenturyLink account team creates a customer experience that "has been really good for us," Harlan stated.
- The single Internet port access point is much more secure than managing multiple Internet ports.

Client

McGough Companies offers a comprehensive range of real estate services through its Corporate Services, Development, Construction and Facilities Management divisions. In addition to McGough's headquarters office in St. Paul, Minnesota, the company has branch offices in Rochester, Minnesota, and Phoenix, Arizona, enabling it to conduct complex development and construction activities nationwide.

Customer:

McGough Construction
www.mcgough.com

Business Challenge:

The company's Construction Division wanted to consolidate Internet connections to provide better security. Moreover, managers wanted to provide high-performance connectivity to improve employee collaboration and the speed of e-mail and data file sharing.

Solution:

Managers selected the CenturyLink IQ™ Networking Internet Port service. They implemented a 10 Mbps connection. This included about 12 sites access the Internet connection through a hub and spoke topology.

Benefits and Results:*

- Markedly increased Internet bandwidth with no increase in price
- The 10 Mbps Internet connection improved application performance and the user experience
- The CenturyLink solution is much more reliable than the legacy solution

*These results are unique to this entity and should not be considered an indication of the amount of savings or improvements, if any, that may be realized by any other entity subscribing to comparable services.



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