

SUCCESS STORY

PJP DATACOMM AND COVAD



PJP offers one-call-does-it-all data and telecommunications solutions, specializing in midsize to large companies with multiple locations. Whether they place employees onsite to help manage a network, install new servers, or plan and complete an end-to-end VoIP installation, their goal is the same: relieve the client's pain and enlighten them about the advantages of VoIP. Together, PJP and Covad take the fear out of VoIP, helping businesses realize the benefits of Covad VoIP.

Leading the Charge and Simplifying VoIP

Before joining with Covad, PJP Data evaluated what the relationship had to offer, making sure it was a good fit. And it was. “The opportunity excited us,” explains Jim Dainko, president of PJP. “We met with Covad management, and they really knew what they were doing. And when you add their exciting technology, such as the Covad Dashboard, and a local presence nationally, we saw the makings of a great partnership.”

Over time, PJP realized they had only scratched the surface of Covad’s exceptional qualities: accountability, ethics, well-qualified leads, and channel managers, to name a few. “Without question, Covad gives us well-qualified leads, and our channel manager really knows what he’s doing,” declares Dainko. “Covad also communicates well and makes it easy for us to complete bill of materials, contracts, and quotes. With other companies, you normally have to wait two days for an answer, but not with Covad. Most importantly, Covad cares. It’s an ethical, caring company that has a good group of people leading the charge.”

COVAD AND PJP—AN IDEAL RELATIONSHIP. Covad and PJP work well together, combining Covad’s technological expertise with PJP’s assessment and implementation capabilities. “Covad brings the overall solutions, a national network, and credibility,” states Dainko. “We understand telephony, WAN, IP, and equipment service and installation—and we think of our customers as friends, not just business deals. To sum it up, we simply have a great relationship with Covad, with a lot of synergy. In the end, everyone benefits—PJP, Covad, and most importantly, the customer.”

MORE PRODUCTIVE, MORE CONNECTED—ALL THE TIME. A good example of the winning strength of Covad and PJP is a recent Covad VoIP service installation done for a research facility that enables technicians to work with record companies, studios, and others in Hollywood to develop open specifications for digital image compression and

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“Technology today is not easy, but it is exciting. And I feel that together, Covad and PJP are on an exciting road that will lead to great things for our employees and customers.”

content distribution. With offices in Northern and Southern California and New Jersey, the customer wanted the advantages of a hosted system, leveraging the overall costs per month by increasing productivity and enabling many offices to work together as a team.

Covad and PJP answered the call. “Throughout the first installation,” remembers Dainko, “The research facility kept warning us that this had better go well and that we couldn’t have any problems or delays. And in the final analysis, almost every other vendor fell behind—except Covad.” From system installation to programming, to training, the customer gave PJP A-pluses; and PJP shares the success with Covad. “We couldn’t have done it without them,” asserts Dainko. “Covad was there for us and that’s what it’s all about—being there, being fair, and having a quality solution that is good for the long term.”

Jim Dainko

President, PJP Datacomm

THE LEADER IN BROADBAND COMMUNICATIONS. Since 1996, Covad has been developing and delivering innovative broadband solutions nationwide. Covad was the first to offer business-class DSL and once again is raising the bar by being the first to offer voice optimized access and its business-class voice over IP (VoIP) services.

As the nation's largest facilities-based provider of DSL and broadband, Covad is uniquely able to deliver a superior customer experience that will help your business stay a step ahead of the competition.

To learn more about the value Covad services can deliver to your business, contact us today. Visit www.covad.com/alliance/ or call 1-866-888-2965



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