

## CASE STUDY

# Advanced Environmental Laboratories, Inc.

### The Customer

Advanced Environmental Laboratories, Inc. (AEL) is one of the largest and most respected environmental testing agencies in the state of Florida. Headquartered in Jacksonville, FL, AEL performs water testing, treatment, and clean-up services all aimed at protecting Florida's environment.

At AEL, detailed documentation is extremely important. Each piece of data must be carefully logged and stored for future use. Once the data has been secured, it must be readily accessible to appropriate parties as needed.

AEL consistently provides accurate laboratory results quickly, helping to save their customers both time and money. AEL's focus on accuracy and the storage of privileged customer information have earned them the State of Florida's business in a wide variety of clean-up programs since 1994.

### The Challenge

With locations in Jacksonville, Tampa, Orlando, and Gainesville, AEL needed an experienced provider who could first link the four offices together. Due to the sensitivity of their data, they also needed the ability to secure their data quickly and easily, without disruption of their daily operations.

Backing up their computers daily (or even monthly) would be an enormous task. So, AEL met with Windstream representatives, who explained that the right data storage product could back up their individual PCs. After meeting with Florida's top service providers, AEL determined that Windstream was the only provider who could effectively connect all four of their Florida offices!

### The Solution

The Windstream sales representative built a great rapport with AEL executives. Efficiently connecting the four offices was essential. After seeing that Windstream could connect their newest Gainesville office to the other three, AEL executives were sold. The sales representative showed AEL a powerful Windstream solution which is always backed by unmatched customer service.

AEL chose Windstream's VoIP and Data solution. AEL consolidated their bill and reduced their long distance charges.

With a business that revolves around delivering and storing data, AEL needed a solution which would back up data on individual PCs. Windstream's Online Data Backup was installed at each location.

With a total communications solution and superior attention to customer care, AEL is now able to focus on what it does best: keeping Florida's water clean and safe.

To learn more about Windstream's solutions, call 888-673-WIND (9463) or visit [windstreambusiness.com](http://windstreambusiness.com).