

accel networks



Bandwave, a survivor of the telecom wave that dashed more than one network provider on the rocks.



This boutique operation has grown intelligently since 2000 into a very healthy company based on providing a high level of service to each and every client. As a wholesaler, Bandwave integrates all carriers and all technologies into a seamless network solution for nationwide, multi-location businesses. With a passion for his customers service requirements, Tom Azelby has single-minded dedication to issue resolution; "We won't stop trying to fix a problem until we get fired."

Enter Accel. For two years, Accel has been a strategic partner for Bandwave. Tom will admit that he had doubts about 3G working well in a business environment, buying into the notion that wireless was not ready for prime time. **Accel has proven itself to be an excellent fit for robust backup and wireline fallout. Accel is also a great substitute for VSAT due to much lower latency and T-1 due to its significantly lower cost.**

After gaining validation that Accel can and does deliver with Bandwave's direct clients, the solution has been rolled to all Agent Patners.

Case Study: Fixed Cellular Backup

Business Issue:

Client with a national food production company including several large facilities discovers a serious problem with their existing backup network service. With a 10 Mbps Ethernet circuit at the headquarters location and DSL backup, Bandwave discovered that the DSL circuit was sharing the same switch. When the Ethernet was down so was DSL.

Solution: Accel's Network Continuity

Bandwave sourced Accel as the backup solution for the entire network, ensuring true redundant service. "Even with a steel building in the middle of no where, Accel's technician makes it work," commented Azelby.

Partner Profile:

BandWave Systems, Inc.

Location:

Burlington City, New Jersey

Industry:

Nationwide broadband network provider incorporating DSL, T-1, Cable, Fiber Ethernet and Wireless in complete network solutions for multi-location businesses.

Target:

Multi-location business organizations with a national footprint.

Accel Partner Category:

Telecom Aggregator

"Accel's Backup Solution is your insurance for mission critical applications. Moving forward more and more applications will be going to hosted IP, so the need for robust backup will become even more important."

*Tom Azelby,
Managing Partner*

Conclusion:

For robust, truly redundant backup service, Bandwave relies on Accel. Other wireless providers offer service using aircards, with little or no management that just doesn't perform well.

Bandwave recognizes the value delivered by Accel in backing up mission critical applications and will not go down that road. You do get what you pay for!

Robust, Flexible, Guaranteed

Accel Networks

www.accel-networks.com

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