



**“There are a lot of times I’ll have a line down and not even notice it because the redundancy keeps the others up and running. It’s very nice.”**

*Jim Hill,  
Director of IT  
Admiral Beverage*

- Keep business operating at its best at a fair price, using equipment compatible with Admiral Beverage’s existing devices.

Tall order? Not for someone who understands the need to keep evolving.

### The Solution

When it was time for Admiral Beverage to replace their outdated equipment, Hill shopped price quotes. He said, “I was really depressed because I couldn’t get good pricing. [The existing provider] didn’t want to budge on pricing, even though it came with low bandwidth. So, I looked in the marketplace and found Ecessa.”

Ecessa PowerLink™ met all of his goals at the price point he needed, including compatibility, so Hill upgraded the company’s network to Ecessa. “Ecessa talks to our old equipment. We run tunnels between them, using Internet lines, and at a low cost. Ecessa does everything our old platform does and saves us money. And, because of the compatibility, we can phase in units over time.” “There are a lot of times I’ll have a line down and not even notice it because the redundancy keeps the others up and running. It’s very nice,” said Hill.

### The Results

The Ecessa units combine communication links to give Admiral Beverage the reliability they need. “We can take multiple poor lines and have one good line. Ecessa gives us one good pipe of data,” said Hill. “Failover for redundancy is seamless. At a location we have two or three redundant lines. Ecessa allows us to stay up and running, and since we can create VPN tunnels back to headquarters, the company stays online.”

Hill has also found ways to use Ecessa that weren’t on his original requirements list.

“We use Ecessa for VoIP. We’re doing a VPN tunnel between us and a cloud provider for voice. Ecessa talks to other non-Ecessa devices. We’ve been very successful getting tunnels to connect to non-like products,” said Hill.

Through Ecessa’s help, Jim Hill has adapted Admiral Beverage so the company is in a position to evolve, and even be ahead of the times.

“Over time, things evolve. About 15 years ago you’d be lucky to get a 1 MB line, now I need a 100 MB line. Ecessa gives us capability,” said Hill. “As technology moves, you think back to 56K now we’re talking hundreds of megabytes. What’s it going to be five years from now? Ecessa prepares us for that. As a company, we need to evolve with technology. I see Ecessa giving us the potential to easily evolve in that way.”