

# TAMCO + Capital City Club

**The Case.** Founded in 1883, the Capital City Club began in a small club house located at 43 Walton Street in Atlanta, Georgia and has now moved and grown to three locations throughout the state. Traditionally the center of Atlanta's social activity, these golf & country clubs have likewise been the most popular gathering place for the city's leading professional men and other notable persons such as U.S. Presidents and foreign Royalty.



## The Situation

Renovations, expansions, and improvements in member services and satisfaction are constant club goals. The Capital City Club is proud of its three facilities however, in order to keep with the club charter "to promote the pleasure, kind feeling and general culture of its members" – it was clear that making changes was necessary. Just how necessary? Their old Nortel system was not able to link their locations together – meaning that personnel who worked at all three club locations required a phone number and a voicemail for each club. And with the help of a TAMCO Partner, it was also determined that Capital City Club was paying an arm and a leg for telecom expenses at all locations. The management team was well aware of the potential cost savings they would receive with new technology and also expressed the desire to keep their options open for unforeseen changes in their needs going forward.

## The Solution

According to Sales Representative, Kelly Brannon, "the renovations at the Brookhaven location came along at the perfect time because while they were shopping for a new phone system, we had the chance to assess a solution that would be all encompassing for all locations." In order to completely revamp their network and equipment, TAMCO's Partner proposed a technology solution including Avaya's IP Office phone system, Juniper routers, Extreme switches, and Paetec carrier services. This technology network would increase communication efficiencies across the board – now

linking all locations and providing one number and one voice-mail for employees that shuffled between locations. This would significantly reduce their telecom expenses, but how would Capital City Club pay for such a complete solution? That's when TAMCO stepped in.

TAMCO has the expertise to suggest a method of acquisition that would benefit Capital City Club the most. The suggestion? TAMCO Shield. Why? Because Shield offers benefits, flexibility, and peace of mind that is not duplicated by traditional leases – and paying cash uses up precious capital that was needed for the club renovation project.

Famous for their southern hospitality, Capital City Club can rest assured that with their new technology solution, they can continue to provide excellent service to their members well into the future. Better yet, because their new solution is financed with TAMCO Shield they can also take advantage of many program benefits such as off-balance-sheet financing, tax deductible payments, and multiple end-of-term options just to name a few.

In other words, TAMCO and their Partner walked into Capital City Club finding them out-of-date and overcharged and they walked out knowing that Capital City Club would never be in that situation ever again.