



# CASE STUDY

## Amos Oil Utilizes Granite's Consolidation Services for Efficiency

Learn how a successful multisite company streamlined its voice and data by consolidating those services.

### Amos Oil

*Amos Oil was founded in 1951 as a Shell Oil Distributor. The main office is located in California, and Amos Oil distributes major petroleum brands, chemicals, lubricants and equipment all the way to New England.*

### Executive Summary

Amos Oil utilized voice and data services to improve functions.

- Installing a Multiprotocol Label Switching (MPLS) allowed Amos Oil to manage voice and data functions.
- The MPLS network permits better service traffic management allowing better connectivity between locations.

## Challenges

Amos Oil's prior service providers performed inconsistently, resulting in outages and downtime due to slow internet speeds at various locations. The prior service providers also billed Amos Oil on multiple bills, making it highly challenging for Amos Oil to gain a handle on the services Amos Oil was receiving and what it was paying for those services.

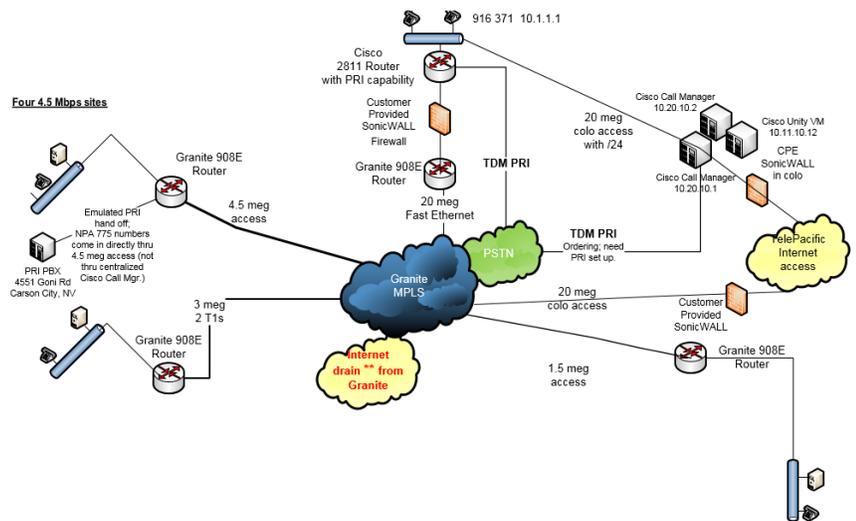
## How Product Helped

Granite's MPLS allowed Amos Oil to consolidate its voice and data services onto a single platform. That platform allows Amos Oil to decide what underlying access carriers it would like to use for voice/data services at each location. Those services are consolidated on Granite's platform, which gave Amos Oil a single point of contact for any service-related issues nationwide. Amos Oil also receives a single monthly bill from Granite for all underlying voice and data services, which enables Amos to know exactly what services it has and makes management of those services a breeze.

## Results, Return on Investment and Future Plans

A quick implementation, account organization, lower costs, increased productivity and improved overall communications allowed Amos Oil to focus on other important business matters.

*Granite provided a complete technology solution enabling Amos Oil to focus on the bottom line and other important business matters.*



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