

## **OpenCom 1010 – best-priced and most effective solution**

WSV-Computer delivers with OpenCom 1010 from Aastra-DeTeWe the most convincing solution.

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## 1 Klinger GmbH

Klinger is based in Idstein/Taunus in the proximity of Wiesbaden and Frankfurt since 1950.

Klinger GmbH was founded on 1 January 1995. With effect in January 2006, the sales unit 'Industrial Valves', also based in Idstein, was separated from the Klinger Group. This coincided with the remainder of Klinger GmbH moving to another building in the same town (Richard-Klinger-Strasse 37).

Klinger GmbH is an independent company of the worldwide present Klinger Group. With roughly 30 employees the business is focused on distributing of industrial sealings in Germany. Klinger is the pacemaker for innovation in this segment – and this since 1886.

Due to the restructuring process a new location was chosen as headquarter. The building was uninhabited for ten years and was therefore entirely de-cored for being adapted to the requirements of Klinger GmbH.

Computer-WSV was commissioned to support the internal IT-department with manpower resources as well as with their know-how for setting up a future-focused infrastructure in the new building. The tasks of setting up the structured cabling park as well as the implementation of multiple safety measures.

## 2 Proven solution

After a detailed planning phase with WSV-Computer and a thorough assessment of several solutions, the PBX system OpenCom 1010 from Aastra-DeTeWe was chosen.

The system offered advantages especially in administration and structurization of internal VoIP-telephony. The connection of homeworker sites that are to be connected via VPN to the local public network were for Klinger just as convincing as well as the convenient handling of the solution. The original requirements like distributed call allocation as well as integrated teams were naturally provided.

The project began in August 2005 with laying out 3 miles (4 km) of network cable that can be used for the network as well as for telephony – this work was completed with the gradual move of Klinger GmbH into the building.

“Right from the start the perfect voice quality and the easy handling convinced every user“ states Berthold Klein, IT system administrator of Klinger GmbH. “Also today, a year on, the system is very stable and easily serviced.“

Compared to competitors the solution made further headway with its excellent price-performance level. With the OpenCom 1010 VoIP-system WSV-Computer was able to minimize the installation cost of the switches as well as keeping down the administrative expenses.

### 3 The partner

WSV-Computer is for 10 years a reseller of hardware and service partner for Klinger GmbH. The company was founded by in December 1994 by Werner Sterkel

The company was founded in December 1994 by Werner Sterkel, who as IT-office electrician foreman has 20 years of experience in this trade. For safeguarding his concept of customer service, he provides not only the sale of state-of-the-art hard- and software, but also a customer-focused implementation, maintenance and after-sales service.

WSV-Computer is the partner for hard- and software, printing, networking and telephony. With their **PLUS** concept WSV-Computer take over a customer's **P**lanning, **L**ogistics, **U**talization (i.e. implementation) and **S**upport.

### 4 Contact data

#### 4.1 *Customer:*

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#### 4.2 *Partner:*

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