



Eco-Friendly Pest Control Company Leases LifeSize HD Video Technology to Connect Remote Offices, Telecommuters

With the LifeSize® Smart Lease™ program powered by TAMCO, Alpha Ecological was able to purchase HD video conferencing solutions with flexible terms

Organization

Alpha Ecological, Vancouver, Washington, USA

Since 1986, Alpha Ecological has provided eco-friendly pest control services for residential and commercial customers. A passionate advocate for the environment, it is the company's mission to manage pests without causing damage to the ecosystem. Alpha Ecological currently serves clients throughout Arizona, Colorado, Idaho, Oregon, Texas and Washington, and has a long-standing reputation for quality customer service.



Challenge

With consumer demand for green pest control steadily rising, Alpha needed to change to keep up with its growth. To streamline its business model, Alpha Ecological established satellite teams across seven states to work from home. With this approach, the company could avoid the operating expense of maintaining several offices.

"Our team leaders are locally-based throughout our service footprint and manage pest control technicians within their hometown," said Andrew Hein, IT director for Alpha Ecological. "The cost of flying everyone back and forth for meetings was getting expensive. We experimented with another webinar service that had video capability to connect virtually, but it was not meeting our needs."

Hein turned to a valued LifeSize channel partner to learn about his options. As Alpha Ecological continued to grow, it was clear that connecting key individuals was exponentially more difficult due to the increased IT needs that go hand in hand with expansion. This started a discussion about IP-based HD video conferencing from LifeSize to fill the void.



CHALLENGE

As the demand for green pest control services continued to rise, Alpha Ecological established a series of satellite teams across seven states to work from home. These telecommuters needed a way to communicate with the home office with ease.



SOLUTION

Though Alpha Ecological wanted to invest in video conferencing, they worried that the technology might evolve too quickly. With the LifeSize® Smart Lease™ program, the company was able to replace their systems with new ones, if they ever became outdated, at no financial penalty.



RESULTS

Alpha Ecological is now able to use video conferencing to connect its dispersed home office workers by making affordable monthly payments. The company believes that this program is economically friendly and will serve them well for years to come.



Solution

Hein had considered a video conferencing system in the past, but was nervous about making the commitment to purchase technology that is arguably still evolving quickly. "We didn't want our business to be left in the dust while we wait for five years to save money for a new system while the old one is sitting on the shelf," he said.

The channel partner demonstrated the LifeSize solution to Hein and he was impressed with the technology and its simplicity. However, he was still worried about buying video systems that could quickly become outdated. The partner suggested LifeSize Smart Lease, a financing program offered by LifeSize Flexible Leasing powered by TAMCO. The leasing program is a smart way for companies to invest in technology solutions that they need immediately, rather than having to guess what they will need in the future. This kind of flexibility was ideal for a company like Alpha Ecological and allowed them to have peace of mind.



Results

The LifeSize Smart Lease program made perfect sense for Alpha Ecological for two key reasons. First, the System Replacement Guarantee ensured that new LifeSize technology would meet their needs or the company could 'rip and replace' without financial penalty, thus curing the obsolescence fear. Second, the ability to distribute the cost over a period time with monthly payments allowed Alpha to continue investing in its business by providing the best return on cash flow.

Jessica Tetz, CFO of Alpha Ecological, understood the value that the Smart Lease program provided and gladly approved the acquisition.

"Smart Lease was an integral part of executing this solution and in turn, connecting Alpha's geographically diverse team," said the LifeSize channel partner. "This program satisfies IT because they can get what they need without the fear of rapid change and CFOs approve it because it doesn't impact their balance sheet. Smart Lease is win-win."



LifeSize® Flexible Leasing™ (LFL) and its programs are offered and administrated by TAMCO Capital Corporation in the United States and TAMCO of Canada, ULC in Canada. The Smart Lease System Replacement Guarantee and Act of God Coverage are both guaranteed in writing with complete details and requirements outlined in the customer contract. You should consult your accounting advisor regarding the benefits of financing and the impact on your books and taxes. While some programs provide tax benefits, every situation is different and laws vary. LifeSize Partners must be approved by and have agreements in place with TAMCO in order to offer LFL programs.



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