



EITECHS TECHNOLOGY SOLUTIONS

WEB: <http://eitech.com>

CEO/PRESIDENT: Jim Mazzearella

YEAR ESTABLISHED: 2010

Eitech Technology Solutions' central focus is on long-term health care facilities and the systems that make up the infrastructure and amenities within them. It also provides design and integration services for midlevel and enterprise-class customers.

PRODUCTS & SERVICES PORTFOLIO

Eitech offers custom-designed hardware and networking systems, and implements streamlined solutions.

COMPANY EXPERIENCE

Eitech has the recognition of being an Intel Platinum Partner, Comcast Business Platinum Partner, Star2Star Platinum Channel Partner, Microsoft Cloud Services Partner, Samsung Commercial Gold Partner, VZW Business Services Partner, CompTIA Network+ & A+, Cisco CCNA and Intelisys' Top Cable Services Provider for West (2014).

COMPANY SUCCESS (CASE STUDY)

CUSTOMER/INDUSTRY: Maestro Healthcare and Consulting

CUSTOMER'S BUSINESS NEED: Maestro, which manages high-end nursing and rehabilitation facilities, was seeking a single solutions provider to architect and manage a complete technology systems overhaul for a new site it had acquired. It contracted Eitech to design, integrate, install and deploy a system that would put the company at the top of the long-term care industry in both use of technology and patient comfort.

RECOMMENDED TECHNOLOGY SOLUTION: Solutions included Internet service, telephone services, WLAN system, AIO and mobility computers, gigabit POE switching, interior wiring, upgrades, 90 VoIP wired and wireless phones, 210 VoIP analog ATA extensions, 255 49-inch and 55-inch LED HD smart televisions, 105-channel Prodiom ALL-HD DirecTV Satellite System with two in-house channels and 11 APC 2Kw UPS power conditioners and interior cooling systems for media and server rooms.

RECOMMENDED SUPPLIERS: Comcast Business, Star2Star, Samsung Business, VZW, Meraki/Cisco, Apple, Intel, ASI, Polycom, RCA, Samsung Business, Synnex, APC and DirecTV

BUSINESS VALUE CREATED FOR THE CUSTOMER: The lack of a solutions provider capable of providing all of the above-mentioned services combined with the customer's preference to deal with a single company was said to be the main reason why Eitech was selected. Total savings from MAP list pricing on Eitech's quote tool for all of the products and equipment it purchased exceeded \$440,000 by the end of the project.

NEW REVENUE: Within a month of reopening, the facilities' occupancy rate went from 72 percent on average prior to the renovation to 100 percent with a 90-120 person waiting list on 255 beds.