



Primary Systems Creates “Total Communications Platform”

Webster School District was being charged a substantial service fee every month with their previous telecommunications provider. They were searching for a cost effective mobile communications solution for their Custodial staff.



Bill Koulouriotis, the Technology Coordinator over the Webster School District, says Primary Systems helped them eliminate their monthly usage charges and gave them the added capability of incorporating Ascom i75 wireless handsets with their PBX phone system for a “total communications platform.”

“We have about 10 schools in the Webster School District and with the previous vendor we were using, we were being charged over \$2000 dollars a month in usage fees,” Koulouriotis says. “The economy is affecting everyone these days, and that is why we started looking for a more cost effective telecommunications solution. We were searching for something that would continue to allow our Custodial staff the ability to communicate, but with the added ability of giving additional staff members the same luxury.”

Koulouriotis took the time to look at other vendors and their solutions as well and selected Primary Systems to design, install and integrate the turnkey solution.

“We took the time to look at a couple of other solutions but no one came up with the complete package like Primary Systems did,” said Koulouriotis. “With Primary Systems’ solution we completed our objective of having no monthly service charge and we were able to incorporate them with our existing phone system, which made it a very cost effective switch for us.”



With the implementation of Ascom, Primary Systems was able to give the Webster School District an in-building wireless solution and a return on their investment within a year’s time.

“Primary Systems stepped up to the plate and really knocked one out of the park for us,” Koulouriotis says. “Everything was implemented and streamlined beautifully. I am very impressed and thankful.”