



FastTrac Telecom Receives Massive Savings through Avetta and USA Telecom

FastTrac Telecom Services LLC provides TIA's, structural/grounds maintenance and modifications direct to Crown Castle, SBA, and private telecom structure owners.



Industry

Telecommunications

Profile

- Date founded: 2015
- Location: Kansas
- Employee Count: Less than 10
- A telecommunications repair company operating in the U.S. with a goal to provide functional and efficient towers, maintenance, plumbing, wiring and more.

What problems were they trying to address?

- Lower insurance costs
- Better service



The help USAT provided getting our new COI approved through Avetta eliminated the headaches of us spending time relying information back and forth like we had to do with our previous carrier.

Jeff Berkenmeier, President

COO FastTrac Telecom Services LLC

The Challenge

For a small but growing telecommunications company, insurance is often one of the bigger expenses. However, the cost of not insuring your business is unthinkable.

FastTrac Telecom Services LLC, a supplier in the Avetta network, wanted to see if there was a more cost-effective insurance option available. Shortly after they became introduced to USA Telecom Insurance Services through the Avetta Marketplace.

The Avetta Solution

FastTrac Telecom utilized Avetta's specialized relationship with USA Telecom to get lower premiums and better solutions.

As a premier provider, USA Telecom is able to offer exclusive rates for the telecommunications sector difficult to achieve elsewhere. They worked with FastTrac to procure a better, more cost effective insurance plan. The impact of which has been huge for the small company.

"Our yearly COI cost dropped about \$10K...and helped us get off to a great start this year," said Jeff Berkenmeier, President of FastTrac.

The team also touted the excellent line of communication from the insurance team. Saying that when an issue did occur, their representatives were right there with settlement check to get the crew equipped and back on the road without a long and expensive delay.