



# The Solution for startups

*Energetix GMBH is a young, growing VoIP provider which has been successfully operating in the market since 2011. The company provides voice wholesale termination and origination services.*

## Business Challenge

Like most startups, Energetix faced some challenges while choosing the right solution. First of all, they were limited within their budget so, they required a reliable solution with the best value for money and flexible rental options.

Secondly, setting ambitious plans for the future, such as dynamic expansion of the market share, the VoIP solution had to, first and foremost, be scalable.

In addition, the company needed a solution with feature rich web, which can guarantee a wide variety of high quality services and thus, increase the revenue of the developing company.

## Solution

In order to start a wholesale business Energetix carried out some research. The company CEO, Dmitry Shevchenko, had been recommended by a friend to use the MediaCore Solution Class 4. It didn't take him long to realize that this would be a proper platform for the company's foundation. A wide choice of license packages and reasonable prices allowed Energetix to start small: the company rented the carrier-grade MediaCore with a minimal number of concurrent calls.

*"The MediaCore Solution is exactly what is needed for beginner VoIP operators."*

*Dmitry Shevchenko, Energetix CEO.*

Dmitry makes a special mention of the practical advantages and stability of MediaCore. In his opinion the MediaCore was the right solution for the start of a wholesale business.

## Results

Energetix began to work with the MediaCore in 2011. A fruitful relationship resulted in the company's expansion and a year later, Energetix purchased Speedflow's Solution. Since then, Energetix has improved call quality metrics and their number of concurrent calls has been increased TEN FOLD! Not only that, their number of employees has increased by 50%.



There are a number of ways that Energetix has found the MediaCore to be a successful solution, especially for startups in the VoIP market.

Some MediaCore features such as Billing Tools were especially useful from the very beginning. Data-intensive Billing Tools automatically generate and send accurate invoices without any data loss. Many adjustable parameters give flexibility to work on an individual approach with each client.

The Revenue Assurance Mechanism, Guardian, helps to increase the quality of

traffic. It is a great module for VoIP companies which lack technical support staff. Guardian processes an enormous amount of data, thereby saving time and energy. According to established parameters, it accurately processes statistics, removes problematic destinations and chooses the best interconnections. In case of incidents or connection quality decline, the module automatically generates a Trouble Ticket and sends it to suppliers.

The use of the Guardian System not only facilitates work, but also eliminates the possibility of human error. As a result, the company inevitably gains profit.

Today, Energetix is in a strong position in the telecommunications market and plans future expansion and development. Dmitry notes that there was a quick return on his investment.

The MediaCore contributes to the company's prosperity and supports its impetuously developing client base.

*"Our main purpose is to provide qualitative services and the MediaCore Solution enables Energetix to do that."*

*Dmitry Shevchenko, Energetix CEO*

**The carrier-grade Class 4 MediaCore Solution is a softswitch with its own advanced Billing Tools, Transcoding and Revenue Assurance Mechanism, Guardian. It is a scalable platform designed for any-sized VoIP wholesale provider. Speedflow offers a wide range of license packages available to rent at reasonable prices.**

**We offer free presentations and training, a free trial period, regular free release updates and 24/7 NOC technical support.**

Visit our website for more information on MediaCore [\*\*LEARN MORE\*\*](#)

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