



## Epygi Prescribes Quadro Products to Carnot Laboratories for Reduced Management Costs

Headquartered in Mexico City, Mexico, Carnot Laboratories is a company that offers lab and pharmaceutical services. Carnot started with humble beginnings, at first only manufacturing and distributing in Mexico. The pharmaceutical company was recognized for its technological leadership and eventually began distributing to Central and South America and soon after began performing clinical studies. Carnot's mission is to research, develop and manufacture new and original pharmaceutical products. With three facilities specifically dedicated to

manufacturing, Carnot develops commercializing products with the hopes of improving the quality of life for their consumers.

### **Epygi Diagnoses the Problem**

Carnot's phone system initially operated through a Panasonic PBX which utilized both digital and analog lines. With maintenance costs draining funds, Carnot decided it was time for a new system. With the help of Epygi Value-Added Integrator NetG, Carnot was able to learn about Epygi's products and features. Carnot was also considering



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installing ShoreTel; however, Epygi’s competitive prices, integration of SIP services, device sizes and the ability for partial migration from digital/analog systems to IP won the pharmaceutical company over. “We decided we needed to make the switch to Epygi after learning how low the total cost of ownership is with no recurring maintenance fees,” says Cesar Maldonado, Director of IT at Carnot.

Epygi was able to integrate with the older Panasonic system, and it was this flexibility that made the migration smooth. The ability to work with other systems allows Epygi, an open standards product, to install around a customer’s time schedule, upgrading the phone system without reducing productivity.

## Improved Vitals

NetG installed a QuadroM32x along with two Quadro FXS 26 Gateways and one QuadroM E1/T1 Gateway in Carnot’s offices. The Epygi system, compatible with many IP handsets, was installed with Grandstream, snom and Denwa handsets. In addition to the phone system, Carnot found that the Epygi features such as Call Recording and transferring calls from one PSTN number to another via an extension from the Quadro IP PBX were key to improving productivity and efficiency in the office.

“NetG resells the Epygi product line, because the benefits and costs of the equipment are very competitive. In addition to great quality, Epygi’s integration with other devices such as supplementary PBXs and IP phones allow for consumers to really customize their order to their business,” says Israel Morales, Sales Director at NetG.

## About NetG

NetG is an enterprise with more than 15 years in the industry, specializing in the design and implementation of high performance and availability in IT communications, security systems, electromechanical, air pressure equipment and backup power for the corporate in PyME market. Their solutions are oriented to support any workload in any place. NetG’s experience in the design, construction and adaptation of data processing centers enables us to guarantee continuity and high availability in the service operation or the business of our clients. They have a wide product portfolio and strategic partners for implementation of different converging solutions from the final user to the design and construction of the data center.

## About Epygi Technologies

Epygi Technologies, Ltd., a worldwide provider of award-winning IP PBXs and Gateways supporting small businesses to enterprise’s telephony needs, is a private US company founded in 2000 and has its headquarters in Plano, Texas. Reliable, secure, and easy to install and use, the Epygi products offer users outstanding benefits and an unparalleled range of features at very economic prices. Customers are able to improve their productivity, lower operating expenses, enhance their image while affording the latest in telecommunications equipment. Visit us on our website, follow us on Twitter, like our page on Facebook and join our LinkedIn group.



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Case Study - Carnot Laboratories