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Dave Bauer, Bernie Moreno Companies

Corporate Manager of Information Technology
Customer since 2014



CHALLENGES

- Locations in four states
- Industry capacity requirements
- Maintenance expenses

SOLUTIONS

- Multipoint capabilities
- Industry-approved high-speed access
- Cost-effective solutions

Faster Fiber. Better Business.®

Bernie Moreno Companies is a privately owned business group founded in 2005 when owner Bernie Moreno purchased Mercedes-Benz of North Olmsted, Ohio—the group’s flagship store.

Today the business has grown to 20 automobile dealerships with locations throughout Ohio, Kentucky, Massachusetts and Florida.

“With so many locations, our dealerships need to be able to communicate with each other and share resources,” says Dave Bauer, Corporate Manager of Information Technology, Bernie Moreno Companies.

To do so, the business utilizes a one Gigabit speed connection to link each of its campus locations along with a 300 Megabit internet pipe, which its dealerships share.

“We are able to access anything in any store in any state because of the MPLS network that Everstream provides for us,” adds Bauer.

A multiprotocol label switching, or MPLS, is a data-carrying technique for high-performance telecommunications networks that directs data from one network node to the next based on short path labels rather than long network addresses, avoiding complex lookups in a routing table. This option allows service providers like Everstream to determine in advance the best way for certain types of traffic to flow within a private or public network, which ultimately leads to an improved quality of service.

Everstream is a super-regional network service provider bringing fiber-based Ethernet, internet and data center solutions to businesses throughout the Midwest. The company focuses on delivering best-in-class network solutions while providing an unrivaled commitment to customer service—a corporate value shared by Bernie Moreno Companies.

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Dave Bauer

Synonymous with quality, Bernie Moreno Companies is committed to providing its customers with a car-buying experience. That experience comes with manufacturer-required technology parameters to ensure the process is both exceptional and consistent.

“In the automobile dealership business, different manufacturers require different levels of bandwidth depending on the size of your store,” explains Bauer. Mercedes, for example, requires its dealerships to maintain a 75 Megabit Internet connection.

“We have to have fiber, and Everstream brings that in for us. Having the available bandwidth that we do allows us to stay within the manufacturers’ requirements and keeps us certified with them,” Bauer continues. “Plus Everstream has been able to deliver a cost-effective product to where we can purchase more than we really need and enjoy the extra speed because of it.”

“Everstream has been able to deliver a cost-effective product.”

Speed is only part of the equation, though.

With a fiber network that is built from the ground up, Everstream delivers a ubiquitous footprint across the Midwest, which allows customers the ease of having a single service provider for multiple locations.

“Due to the fact that Everstream is built into 29 data centers in Ohio and Michigan, we’re able to meet our customers’ needs as that on/off ramp to their data center,” says Bill Major, Vice President, Sales and Marketing, Everstream. “Whether it’s for replication purposes, disaster recovery or business continuity, we have built the network to meet their needs.”

Finally, unparalleled customer support is a cornerstone for the organization.

“From an IT perspective, Everstream’s technical support sets them apart from other providers. We are one phone call away from a live person who will resolve any issue that we might have,” says Bauer.

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