



Case Study – Children of America

Children of America, a Delray Beach, Florida-based provider of early childhood centers across the Northeast and Midwest, came to Expert Service Providers to find an affordable comprehensive solution for their Internet and dialtone services. With 35 centers across the country, they also needed an easily scalable solution that was complementary to their expansion efforts.

Expert Service Providers acted as a broker for the company, using their telecommunications expertise and extensive industry contacts to secure the best solution for Children of America. Best of all, it helped the firm reduce the amount of frustration and hassle that the in-house person had to handle dealing with negotiating with all of the different carriers; monitoring all of the external vendor timelines; legally executing all of the contracts and negotiating the best pricing strategies.

“The extensive industry connections that Derek Amoroso with Expert Service Providers brought to the table really helped us save time negotiating the best market prices and enabled us to reduce our costs, consolidate our vendors and eliminate many of our headaches for telecommunications services,” said Derrick Lewis with Children of America. “He directly saved me 10 to 15 hours per week that I can in turn use for other duties around expanding the company and providing additional early childhood education opportunities for our nation’s youth.”

Not only did Expert Service Providers handle the shopping of Children of America’s telecommunications and Internet services to streamline the accounts and reduce costs, but they also act as an agent on behalf of Children of America on an ongoing basis, continuing to look for overlooked billing errors.

“With their industry knowledge and expertise, I could easily say Expert Service Providers has saved my firm at least \$10,000 in a very short period of time,” Lewis said. “That’s money we were able to reinvest into the growth of the business. We look forward to continuing our relationship as we expand our centers out towards the West Coast.”

