



“Speakeasy Business VoIP offers tremendous flexibility and low capital costs on the introduction. You can buy toward the future rather than being simplistic in your thinking. As we open our other facilities, the cost advantage will be substantial.”

— Barry Abraham, President/CEO, **Capstone Granite**

Capstone Granite is a Washington-based company with 18 employees dedicated to designing and manufacturing natural stone surfaces for home environments. Their goal is a revolutionary fusion of old-world craftsmanship and cutting-edge technology. At the Design Center adjacent to Capstone’s Issaquah manufacturing facility, clients can use the complimentary computer and WiFi facilities to peruse the Internet for ideas.

	CHALLENGE	SOLUTION	RESULTS
SCALABLE	When they launched their business in Washington state, Capstone already had plans to open California and Arizona branch locations.	Speakeasy Business VoIP offers an integrated voice and data solution that scales easily with low set-up costs and web-based moves, additions, and changes.	As Capstone opens new facilities, <b>free calls between locations and 4-digit dialing</b> will help keep the business running smoothly.
FLEXIBLE	To sell their products effectively, Capstone needs quality voice service at their facilities and on the road.	Auto Attendant routes incoming calls, and MS Outlook integration makes calling clients as easy as clicking a mouse. Traveling employees can make VoIP calls with a softphone from their laptops.	Clients respond to <b>optimized communication</b> , and Capstone’s receptionist has <b>more time</b> to perform other tasks.
COST-EFFECTIVE	As a new small business, Capstone didn’t want to spend \$15,000+ for the call management functions of a PBX system.	Because Speakeasy Business VoIP is a hosted solution, the capital outlay is low and there are no maintenance costs.	Capstone enjoys <b>full-featured call routing without a major up-front investment</b> , plus integrated conferencing and long distance.

For more information, contact Speakeasy Partner ITS at 630.420.2550 or visit [www.teamITS.com](http://www.teamITS.com).