

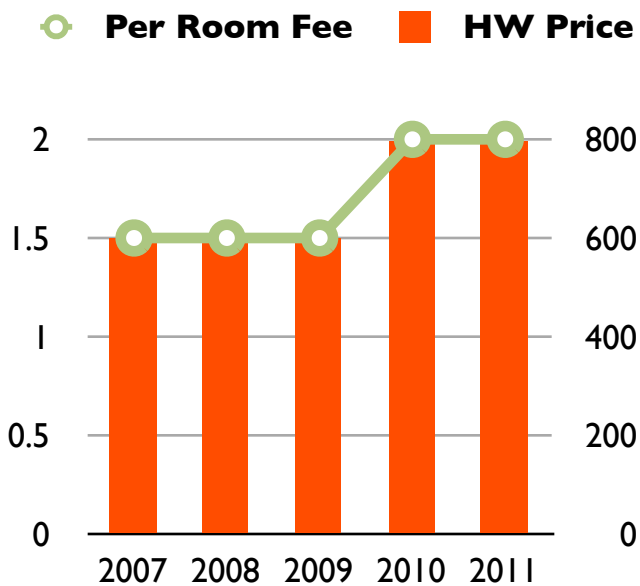
# Pronto MSP Case Study



- ▣ Tecnología
- ▣ Preguntas frecuentes
- ▣ El factor inalámbrico

## Movilnet continues to expand its service in Mexico

Customer since 2007, Movilnet agreed to a price increase in both monthly service pricing as well as cost of Service Controllers (PSC)



Movilnet is a leading WIFI service provider to hospitality segment in Mexico. Movilnet currently provides service to Holiday Inn brand of hotels.

This leading service provider started deploying Pronto solution in early 2007. Pronto typically charges a management fee based on number of hotels in each hotel. As per Pronto's original agreement terms, Movilnet was paying \$600 for one time cost of Service Controller and \$1.5 per room per month as a recurring MSP fee. Earlier this year, Pronto negotiated a revised fee structure and was able to convince Movilnet to start paying \$800 for each Hotspot Controller as one time cost. In addition, monthly management fee was increased to \$2 per room. Movilnet continues to grow its business with the help of a robust management system.

**Overall, Pronto revenue from Movilnet has increased by 33%.**

