



Hoover Paint Stores

Headquarters – Murfreesboro, TN

100+ employees / 8 Locations

Founded in 1962, Hoover Paint is a family owned and operated group of paint stores serving the needs of homeowners and contractors in the Mid South. As a member of the nation's largest buying group for paint stores, ALLPRO, Hoover Paint competes head-to-head with all of the national chains like Sherwin Williams and Benjamin Moore.

Business Challenge

Hoover Paint used a variety of different phone system solutions across all of their locations. There were administrative and operational challenges associated with managing these disparate phone systems, keeping track with the various vendors, and budgeting correctly. They also lacked the ability to communicate effectively across their locations and did not want the monthly expense associated with deploying costly MPLS services between sites. Additionally, Hoover Paint needed to upgrade their outdated firewall and VPN solution.

Benefits Realized

By moving to Altus, Hoover Paint was able to recognize significant productivity gains and improved efficiencies with a single unified communications solution, **Cisco Webex Calling**, across all locations. Hoover Paint is now able to effectively communicate internally via a 4-digit dial plan and improve their customer's experience by distributing calls to the appropriate team member regardless of physical location. Altus also deployed **Cisco Meraki** MX security appliances with 802.11 wireless and 4G back-up to ensure Hoover Paint's network is highly secure and available.

"We partnered with Altus to deploy Webex Calling and Meraki network gear at all of our sites. We are very happy with the quality of the user experience and the responsiveness of the Altus team to make sure we get the most out of the solution."

Tim Bowling, Owner Hoover Paint