



A track record of success delivering easy-to-use and secure UCaaS Solutions to a broad range of customers



Datasmith Network Solutions and Intermedia®: a 20-year partnership that continues to reap rewards

Datasmith Network Solutions, a Massachusetts-based IT solutions provider and Trust X Alliance member has partnered with Intermedia for many years. Intermedia is a leading UCaaS, CCaaS and cloud business applications provider focused on delivering easy-to-use and secure communication and collaboration solutions to businesses and the partners that serve them.

“I met them 20 years ago when hosted Exchange was in its infancy,” explains Paul Smith, Datasmith president. “And I’ve been working with them ever since. They have an excellent suite of products that work well together, with settings that can be managed from a single pane of glass.”

A win-win relationship

Datasmith deploys many Intermedia products as private-label offerings for a majority of its SMB clients, which are primarily companies in distribution, healthcare and transportation. Their UCaaS product, Intermedia Unite™ (Elevate for private label), is a fully integrated business communication and collaboration platform that combines a hosted PBX phone system, video conferencing, screen sharing, file management and messaging into a seamless experience.

“Many of our partners are replacing aging on-premise-based PBX platforms with our Cloud UCaaS Unite solution,” explains Curt Mark, Vice President, Channel

Sales at Intermedia. “This not only reduces costs, but also helps their customers move to a remote working scenario with access from anywhere at any time. Partners can also replace disparate systems for file sharing, videoconferencing, and chat from many different vendors with the one Unite platform.”

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Paul Smith, President, Datasmith Network Solutions

Intermedia Unite (Elevate for private label) is easy to manage with Intermedia’s single, user-friendly HostPilot control panel and comes with a 99.999% financially backed uptime service level agreement (SLA), as well as free, expert J.D. Power-certified support 24/7.



Intermedia has had a longstanding relationship with Ingram Micro. We were one of the first cloud providers on their line card. Working together with them over the years has been a pleasure, and their expansive partner base has really helped our company gain mindshare.

Curt Mark, Vice President, Channel Sales, Intermedia

“I’ve been consistently impressed with Intermedia’s reliability and support,” Smith adds. “Through our partnership with them, we’ve been able to offer hosted exchange solutions and stay competitive in this heated Office 365 environment we’re in right now. I like to recommend Intermedia to fellow Trust X Alliance members every chance I get. Since I serve on the Trust X Alliance Council, I have many opportunities to engage with my colleagues.”

Two long-term collaborations

“Over the years Datasmith has been a flagship IT solutions provider for Intermedia,” adds Curt Mark. “I’ve worked with Paul for over a decade and he’s

become a trusted advisor to his customers. Datasmith adopted cloud services and a monthly recurring model way before many others. Given their early start in cloud, they’ve already built a strong reputation as a leader in this space.

“Intermedia also has had a longstanding relationship with Ingram Micro. We were one of the first cloud providers on their line card. Working together with them over the years has been a pleasure, and Ingram Micro’s expansive partner base has really helped our company gain mindshare. Our successful partnership continues to grow as the market shifts from premise-based solutions to the cloud.”

To learn more about Intermedia and its products, contact Andrew Wood.

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