



National Discount Program Partner Spotlight: Sprint Supports Individuals and Businesses

These days, managing business operations, working with customers and maintaining personal relationships all require the mobile technology to enable people to communicate and manage their Inboxes regardless of their location. Farm Credit National Discount Program (NDP) partner Sprint is a leader in providing the connectedness we all rely on to meet today's communications expectations.

As anyone who watches television knows, Sprint offers leading edge mobile communications services to individuals and families. After investing billions into improving its network performance, Sprint is now delivering higher data speeds and better voice quality in more places, with top-of-class network reliability.

Through the NDP, Farm Credit employees can access these wireless services at an 18 percent discount, and can include their families' mobile lines in the bargain. Employees also have access to special promotions offered only to Farm Credit employees, such as temporary price reductions on phones and per-line fee reductions. Farm Credit organizations can tap these discounts for company phone service provided to their employees.

Sprint also offers flexible enterprise solutions for businesses, including [Global Multiprotocol Label Switching \(MPLS\)](#), which connects multiple locations while converging voice, video, and data onto a single IP-based network. Sprint's suite of [Unified Communications](#) solutions includes collaboration tools that help facilitate multi-location business operations.

CoBank is one Farm Credit organization that has taken advantage of some of these enterprise solutions, turning to Sprint for its remote banking center connectivity and telephony needs, including a changeover to SIP (Session Initiation Protocol) trunking as a more redundant and cost effective replacement for traditional office phone and fax lines. Sprint has supported CoBank's technology needs during its continued expansion and the relocation of its Colorado headquarters.



“We’re in a pretty dynamic environment with increasing bandwidth and capacity requirements, and Sprint has worked with us to accommodate our needs and ensure smooth processes,” says Scott Williams, CoBank’s Senior Manager of IT - Network Infrastructure. “CoBank considers Sprint to be a valuable technology provider that’s delivered solutions over the years to meet our growing business requirements.”

Because of the scope of CoBank’s business with Sprint, it has earned significantly discounted pricing. Through the NDP, this same pricing is available to all Farm Credit organizations.

Two dedicated Sprint representatives are available to support Farm Credit employees and organizations: [Jeremy Cost](#) for Wireless and Mobility Services, and [Dana Black](#) for Wireline Business Solutions.

Other National Discount Program Partners include AT&T, Verizon, West Unified Communications and more. [Click here](#) to view all of our Partners and their featured deals for the Farm Credit System. A login and password is required to view the National Discount Program offers and partners.

If you are interested in more information regarding the National Discount Program, please contact Stephanie Barton at Stephanie.Barton@fccservices.com or 303.721.3217.