

TailWind Helps National Dental Provider Streamline Connectivity Across 1,800+ Locations

The Dental Provider Saves Time,
Reduces Costs, and Scales Faster

A leading dental organization with a nationwide footprint turned to TailWind to simplify operations, reduce costs, and support rapid Denovo expansion. With over 1,800 locations and a small internal IT team, the organization needed more than a vendor – they needed a strategic partner.



“TailWind didn’t just consolidate vendors; **they gave us back our time.** Their team removed roadblocks that had been slowing us down for years. Now we can focus on high-impact projects instead of chasing down internet options.”

— VP of Infrastructure

The Challenge

The national dental organization was expanding rapidly, but its connectivity management processes couldn’t keep up.

- **Too many vendors, too many invoices:**
With more than 300 internet service invoices each month, the five-person internal team was overwhelmed by billing and support management.
- **No centralized support model:**
Each location had a different provider and point of contact, making escalations and troubleshooting inconsistent and time-consuming.
- **High costs during Denovo buildouts:**
As the provider opened new locations, it struggled to manage rising installation costs and infrastructure requirements.
- **IT team stretched too thin:**
Instead of focusing on innovation, the internal team was stuck sourcing connectivity and managing vendors.

The Action

TailWind stepped in with a proven approach to streamline multi-location connectivity – and delivered impactful results in just 12 months.



Consolidated to a Single Invoice & Unified Support Model

TailWind centralized billing and service management, giving the client a single point of contact for all 1,800+ locations.



Delivered Over \$50K in Monthly Savings (\$600K Annually)

Through vendor consolidation and optimized service plans, TailWind helped the client eliminate redundant costs and gain visibility into their spend.



Avoided \$800K in Carrier Buildout Costs

TailWind leveraged its national provider relationships to find cost-effective alternatives to new infrastructure – without delaying expansion timelines.



Freed Up Internal Resources

With TailWind handling connectivity sourcing, the dental provider reassigned its internal team to strategic projects and growth initiatives.

The Results

TailWind's end-to-end connectivity management helped the dental organization eliminate inefficiencies, cut costs, and scale with confidence.

- The organization now manages connectivity for **1,800+ sites through a single provider** – freeing internal teams from operational burdens.
- By **eliminating 300+ monthly invoices** and replacing them with a single, consolidated bill, the finance team has significantly reduced administrative overhead.
- Strategic growth efforts are no longer delayed by connectivity roadblocks, as **TailWind proactively sources and manages services** for each new site.

Ready to Simplify Multi-Location Connectivity?

At TailWind, we understand the complexities of managing connectivity across a distributed enterprise – because we do it every day. Whether you're in healthcare, retail, or another multi-site industry, we bring the tools, relationships, and field service expertise to support your growth.

Let's talk about how we can help.
Contact us to get started.