



CASE STUDY • OIL & GAS

# Texas Oil & Gas Operator Scales Voice Across Every U.S. Site

A 1,500-employee energy company started with a single phone line through Xobee in Houston. Within a few contract cycles, nearly every U.S. location was running on Xobee Voice.

## AT A GLANCE

<b>Industry</b>	Oil & Gas
<b>Headquarters</b>	Texas
<b>Employees</b>	1,500
<b>Locations</b>	Multiple U.S. sites
<b>Xobee Service</b>	Xobee Voice (Internet-Based Business Phone)

**1 → All**

U.S. locations now on Xobee Voice

**1,500**

Employees supported

**Multi-Site**

Scalable without adding complexity

## THE CHALLENGE

Like many organizations in the energy sector, this Texas-based oil and gas operator had built its phone infrastructure around traditional, location-specific systems. As the company operated across multiple U.S. sites, that approach created real friction: separate systems to manage, limited flexibility for staff who moved between locations, and a renewal cycle that made scaling expensive and slow.

The organization needed a voice solution that could grow with them. A solution that would not require a full infrastructure overhaul every time they added a site or renegotiated a contract. They also needed a provider they could trust to deliver consistent quality and responsive support across a distributed operation.

## THE SOLUTION

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Xobee Networks deployed Xobee Voice, a modern, internet-based phone service built for multi-site organizations. Because Xobee Voice runs over the internet instead of traditional phone lines, it is not tied to any single physical location. New sites can be brought online quickly, existing lines can be reconfigured without a truck roll, and the entire system is managed through a single relationship.

The engagement started simply: a single phone deployment for the company's Houston, Texas office. Xobee's approach was to deliver excellent service on that first deployment and let the results speak at each subsequent contract renewal.

*“When we first started with Xobee, I only had phone service for our Houston, Texas location through them. Now, I have almost every single one of our US locations routed through Xobee.”*

— IT Decision-Maker, Texas Oil & Gas Company

## THE RESULTS

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- ✓ **Nationwide rollout from a single starting point**  
What began as one location in Houston expanded organically to cover nearly every U.S. site in the company's portfolio. Growth was driven by performance and trust, not a top-down mandate.
- ✓ **Greater flexibility than traditional voice infrastructure**  
Internet-based delivery freed the organization from the rigidity of legacy phone systems, giving staff and IT teams more options for how and where calls are handled.
- ✓ **Smooth expansion at each contract renewal**  
Xobee's scalable service model meant that as contracts came up for renewal across different locations, adding capacity was straightforward, with no rip-and-replace and no new vendors.
- ✓ **Strong support as a deciding factor**  
Xobee was repeatedly chosen over alternatives because of the quality of ongoing support, a direct reflection of Xobee's commitment to long-term customer relationships over one-time sales.

## WHY XOBEE

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This customer chose Xobee, and kept choosing Xobee, for three reasons: flexibility, quality, and the ability to scale without adding complexity. Internet-based voice eliminated the constraints of location-tied hardware. Xobee's service quality and support removed the doubt that often comes with switching providers. And as the company's footprint grew, Xobee's multi-site model meant one partner could handle everything.

That combination of a strong first impression, reliable ongoing performance, and a natural expansion path is what turned a single-site deployment into a company-wide standard.

**Ready to simplify your business communications?**

Talk to a Xobee expert about Xobee Voice for your locations.

[xobee.com](https://xobee.com)