

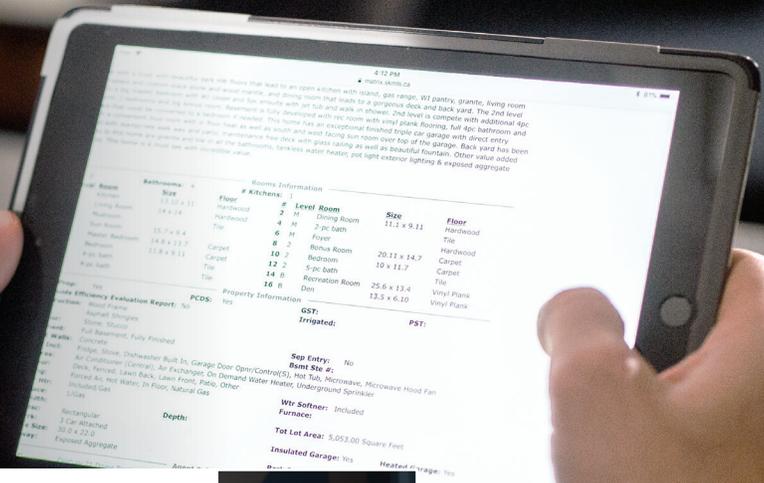
# SASKTEL INFINET

THE CHALLENGES OF SENDING INFORMATION AND DATA WERE VERY REAL FOR CENTURY 21 DOME REALTY® UNTIL THEY DISCOVERED FASTER, SMOOTHER INTERNET FROM SASKTEL.

With the office's accounting and other software now successfully operating in the cloud, Nolan Tabashniuk takes a few minutes to discuss his company's journey to become a technology leader in the real estate industry.

"We needed the most dependable network and the fastest internet – and SaskTel delivered."

— Nolan Tabashniuk, Chief Operating Officer, Century 21 Dome Realty



## NOLAN TABASHNIUK ANSWERS QUESTIONS ABOUT SASKTEL INFINET SERVICE.

Century 21 Dome Realty represents some of the leading real estate agents in the province. What does it take to make them happy?

**Nolan:** Our commitment to our clients, as agents, is incredible communication. We need to connect with them quickly and efficiently. Our support staff needs to receive data from our agents, quickly access information, and turn it around.

Where does SaskTel come in?

**Nolan:** What SaskTel infiNET service has done within the office, it has improved our response times, so we can communicate seamlessly between our agents and our support staff, as well as the third parties involved in a real estate transaction. It's so crucial that they get the information correct and on time.

What makes the real estate industry unique in its emphasis on timely data transfer?

**Nolan:** Data transfer is important to our business because it drives the experience of the customer. We work very closely in the cloud with our accounting and back end software within the brokerage, and it's allowed us to be able to transfer data back and forth from the cloud in a much more efficient manner. Our commitment to our clients isn't just to make sure that their experience is positive, but that the transaction is seamless.

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## How is infiNET performing?

**Nolan:** When we are communicating back and forth about missing documents, or requesting additional changes, or communicating with lawyers, we've been able to provide them with copies of the documents much quicker than we would have previously. The other thing we are able to do is improve our internal processes – approval, compliance, review by broker. The staff can give us access to that information in a document much quicker and on a remote basis. We're able to communicate much more effectively within the office thanks to our new cloud storage system for documents.

## Is infiNET comparable cost-wise?

**Nolan:** It's a much faster service with the capability to move a lot more data for relatively minimal additional cost. I would say yes, it is very reasonable pricing for the service we're getting now.

## Do you think it will meet your needs for a long time in the future?

**Nolan:** It's a big step in our forward progress to a paper-free environment. Now our agents can choose to go to a technologically advanced system where they can communicate directly with their clients and finalize a transaction with electronic signatures. Our administrative team can process those transactions without printing and labels and file folders and file cabinets. Not only is it the right choice – the green choice – to go this way, but more and more people expect to do business electronically.

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Let's start a conversation.

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