

TOP 10 BENEFITS

of Working with a Supplier-Neutral, Unbiased
Technology Advisor for Telco & Cloud Solutions

Today's companies are gaining massive benefits from leveraging strategic cloud and telecom services. If you're considering a migration to the cloud or any other technology projects, here are ten reasons you should partner with a supplier-neutral technology advisor, rather than going direct-to-provider.

1 Gain access to unlimited supplier options

You'll get the best supplier options for your company's needs. We will recommend the optimum telecom and Cloud providers based upon your specific objectives and their strengths.

3 Obtain personalized strategy & solution planning

Get strategy and experience from a seasoned expert who lives and breathes telecom & cloud. We thoughtfully construct the perfect plan for your company.

5 Develop a long-term relationship

Carrier sales reps frequently jump companies, while IT Solution Providers are vested in their own businesses. No more turnover-related hassles.

7 Acquire greater leverage

The best technology advisors develop strong relationships with cloud suppliers and telco carriers, which comes in handy when negotiating contracts or resolving service issues.

9 Focus on what you do best

Let us take care of the rest. You'll be much more effective at what you already do. Adding another expert to your team will increase your peace of mind.

2 Easy escalations & customer service

No more of the "run around". This means less finger pointing and fewer headaches for you. When you aren't getting the best customer service from the provider, we step in and take over.

4 Eliminate the pressure of quota-based Supplier/carrier salespeople

Going supplier direct often means dealing with a one-track minded sales rep. Technology advisor have no quotas to fill, so their recommendations are unbiased.

6 Gain a trusted advisor

We act as an extension of your team, guiding you with recommendations tailored specifically to your company's goals.

8 Recover lost hours

By outsourcing your cloud & telecom solution sourcing, you regain all those hours you would have spent strategizing, vetting the various providers, and negotiating contracts.

10 Stay cutting edge on technology

We have our fingers on the pulse of the evolving cloud and telecom technologies, so you can leverage the right solutions to increase efficiency and productivity.

There you have it: 10 powerful reasons to work with a technology advisor for Cloud & telecom solutions. Want to learn more? Talk to us today.