

# TOP 10 BENEFITS

of Working with a Vendor Agnostic  
Trusted Technology Advisor

**#1**

## Access to over 200 provider options

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

**#2**

## Single point of contact

You only need to reach out to one person if you have questions, need help with pricing and to simplify the buying process. You'll get less finger pointing and fewer headaches.

**#3**

## No pressure from a quota-based provider salesperson

Going direct to a provider often means dealing with a sales rep. A trusted technology advisor has no quotas to fill, so their recommendations are unbiased.

**#4**

## Obtain personalized strategy & solution planning

Get help to build a strategy from a seasoned expert who can pinpoint the best pricing and architect solutions. We thoroughly construct a plan for your company to ensure your customers get the best terms.

**#5**

## Develop a long-term relationship

Provider sales reps frequently jump companies, while trusted technology advisors are vested in their own businesses. No more turnover-related hassles.

**#6**

## Acquire greater leverage

The best technology advisors develop strong relationships with providers which comes in handy when negotiating contracts and managing escalations.

**#7**

## Gain a trusted advisor

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

**#8**

## Recover lost hours

By outsourcing your Cloud & telecom projects, you will regain all those painful hours you would have spent strategizing, vetting various providers, and negotiating contracts yourself.

**#9**

## Focus on what you do best

Let us take care of the projects and research you don't want to do. Focus on what you do best! Adding another expert to your team will increase your peace of mind.

**#10**

## Stay cutting-edge on technology

We are constantly keeping our fingers on the pulse of the constantly revolving door that is Cloud and telecom technologies, and we will help point you in the right direction on each and every project.