



# TOP 10 BENEFITS

## of Working with a Supplier-Neutral IT Solution Provider 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 an integrated telecom/data solution, here are ten reasons you should partner with a supplier-neutral IT Solution Provider, rather than going direct-to-carrier.

### 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.

### 2 Secure a single point of contact

You'll get one "throat to choke", meaning less finger-pointing and fewer headaches for you. When you've got a question, concern or issue to resolve, you only need one phone number.

### 3 Obtain personalized strategy & solution planning

Get strategy and experience from seasoned experts who live and breathe telecom & Cloud integrations. We thoughtfully construct the perfect plan for your company.

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

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

### 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.

### 6 Gain a trusted advisor

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

### 7 Acquire greater leverage

The best IT Solution Providers develop strong relationships with the Cloud suppliers and telco carriers, which comes in handy when negotiating contracts or resolving service issues.

### 8 Recover lost hours

By outsourcing your Cloud & telecom integration tasks, you regain all those hours you would have spent strategizing, vetting the various providers, and negotiating contracts.

### 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.

### 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 an IT Solution Provider for Cloud & telecom solutions. Want to learn more? Talk to us today.**

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