



TOP 10 BENEFITS

of Working with a Supplier-Neutral Technology
Advisor for Business Technology Solutions

Today's companies are gaining massive benefits from leveraging strategic cloud and technology 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 Technology Advisor, 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. Your Technology Advisor will filter 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 integrations. Your Technology Advisor will carefully construct the perfect plan for your company.

5 Develop a long-term relationship

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

7 Acquire greater leverage

The best Technology Advisors develop strong relationships with the cloud suppliers and telecom carriers, which comes in handy when negotiating contracts or resolving service issues.

9 Focus on what you do best

And let your Technology Advisor 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 Gain a trusted advisor at No Cost

A Technology Advisor acts as an extension of your team, guiding you with recommendations tailored specifically to your company's business objectives. This expertise is provided at no cost to your business.

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

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

6 Secure a single point of contact

You'll get one "throat to choke", meaning fewer headaches for you. When you've got a question, or an issue you only need one phone number.

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.

10 Stay cutting edge on technology

Technology Advisors keep their fingers on the pulse of 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 & Connectivity solutions. Want to learn more? Talk to us today.**



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