



# TRADEWINDS CONSULTING

## Tech Stack Architecture + Brokerage Services

Strategic Tech Procurement at 'Better Than Direct' Pricing with **No Additional Cost** to you

### The Problem

The B2B buying cycle is broken. You are spending 2 months and 16+ touchpoints - just to be educated by a junior AE

Avg. Interactions with Vendor's Team + Content: **16 per person**

Avg. Team Members per Vendor Evaluated: **2.1 Individuals**

Avg. Months Spent per Vendor Evaluated: **2.0 Months**

**YOUR TIME IS VALUABLE. STOP GIVING IT TO A SALES REP**

(6Sense, B2B Buyer Experience Report 2025)

### Why Work With Us

- ✓ **Insider Pricing:** Leverage \$2+ Billion in annual buying power to get access to pricing you won't see on your own
- ✓ **Pre-Approved Vendor List:** We have 230+ Active vendor relationships across all of tech to save you time evaluating
- ✓ **Zero-Bias Advice:** Get a "source of truth" with your evaluations that's not led by a vendor's quota
- ✓ **No Pressure Sales Cycle:** We gatekeep needless check-in calls so you can work at your own pace



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### How We Do It

#### Step 1: Identify the Vendor Shortlist

Use our list of pre-approved vendors to cut months out of your evaluations

#### Step 2: Leverage our Relationships

Our partnerships get you exclusive pricing while keeping you insulated from unwanted check-in calls and

#### Step 3: Sign Direct with the Vendor

We manage the negotiation, but you pay the vendor's true price with no markups or middleman fees

#### Step 4: Support for the Future

We have access to exclusive escalation channels to ensure the rollout is smooth and the tools do exactly as promised.

## Technology We Source

**AI Automation + AI Agents**  
(Sales & Service Bots and Agents)



**Cloud Voice + Omnichannel Chat**  
(Customer Experience & Contact Center)



**Network, Internet, Cloud & Security**





# Our Technology Partners



8x8  
911inform  
11:11 Systems  
Abundant IoT  
ACC Business  
Access One  
Advantix  
Affirma  
AireSpring  
Aligned Technology Group  
Allstream  
Altafiber  
Altice Business  
AppGate  
APX Net  
Arelion  
Arvig  
Aryaka  
Assured Data Protection  
Astound Business Solutions  
AT&T  
AudioCodes  
Avail  
Avaya  
Avaya ACO  
Aviture  
Azuga  
BCN  
Better Call Inc.  
Bingleaf Networks  
BIO-key  
BlueAlly  
Bluebird Fiber  
Blueline  
Blueline Telecom  
Blue Mantis  
Blue Team Alpha  
Breezeline  
Bright Pattern  
BrightFin  
Broadvoice  
BullsEye Telecom  
Calero

CallMiner  
CallTower  
Cato Networks  
CBTS  
Centersquare  
Channel Exchange  
China Mobile International  
China Telecom Americas  
Cisco  
Claro Enterprise Solutions  
Cloudflare  
CM.com  
CMS360 powered by Sakon  
Coeo Solutions  
Cologix  
Colt  
Comcast Business  
Command Link  
Community WFM  
ConectUS  
Connex.ai  
Console Connect  
Consolidated  
Communications (CCI)  
Content Guru  
Convergia  
Core  
Core BTS  
CoreSite  
Coro  
Corvid Cyberdefense  
Cox Business  
Crown Castle  
C Spire  
Cybermaxx  
CYBEROPS  
CyrusOne  
Cytellix  
DataBank  
Data Canopy  
DataSite  
Deft  
Dialpad  
Digital Realty

DIRECTV FOR BUSINESS  
Dobson Fiber  
Edify  
Effectual  
EPIC i0  
EQUINIX  
eSentire  
eSure.AI  
Everstream  
Evocative  
Evoque  
EXA Infrastructure  
Expedient  
Expereo  
Fatbeam  
First Communications  
FirstLight  
First Orion  
Five9  
Flexential  
For2Fi  
Frontier  
Fusion Connect  
Fuze  
Genesys  
Glia  
Globalgig  
GoExceed  
GoTo  
Granite  
GTT  
Halo Global  
Hiya  
Hypercore Networks  
iNET  
Inflow CX  
Infobip  
IntelePeer  
Intermedia Cloud  
Communications  
Intrado  
Ionstream  
iTel



# Our Technology Partners



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KORE Wireless	Passpoint Security	Telespace
Kore.ai	Peerless Networks	Telesystem
Level AI	PDI Technologies	Telstra
Lightpath	PhySaaS	TeraNova
lingo	Pilot	Thinaer
Liquid Web	Pisteyo	Third Wave Innovations
Livevox	Playvox	ThreatER
Logicworks	PolyAI	Thrive
LOGIX Fiber Networks	Powervox	TierPoint
LS Networks	PPT Solutions	Titanium Payments
Lumen	PS Lightwave	T-Mobile by Hyperion
Marco Technologies	PureTalk	TouchTone
Magna5	QOS Networks	Towerstream
MASERGY	Quest	TPx Communications
Massive IT	Rackspace	Trustwave
Mediacom Business	RapidScale	UJET
Megaport	Regal	Unisys
Metronet	Replicant	Uniti Fiber
MetTel	Retarus	Unwired
Momentum Telecom	RingCentral	US Signal
Natural Wireless	SADA Systems	VerifiNow
Net2phone	Sangoma	Verizon
Netrality Data Center	SeCAP	VesuvITas
NETRIO	Segra	Viasat
NetWolves	Semtech	Vigilant
Network-Value	SharpenCX	vMOX
New Horizon	Shaw Business	Vodafone Business
Nextiva	SilverSky	Volli Communications
Nexus Tek	Sinch	Vonage Business
NHC	Soracom	Voyce
NICECX One	Spectrotel	Warner Telecomm
nitel	Spectrum	Waterfield Technologies
Nord Security	Spectrum Community	Windstream
NRI	Solutions	Windstream Wholesale
Ntirety	Sprinklr	Wireless Watchdogs
NTT	Splice	WOW Business
Observe.AI	Splice Technologies, Inc	Xcitium
One Source	SuccessKPI	Xcyte Digital
Ontinue	Switch	XTIUM
Ooma	Tailwind	Your Six
Open Systems	Talkdesk	Zayo
Optimum Business	Tangoe	Zenlayer
Palo Alto Networks	TekSecute	ZeroOutages
PanTerra	Telefonica USA	Zoom