SPECTROTEL

DM ENTERPRISE GROUP

Channel Partners. MSP501 2025 WINNER

Elevating The Network Experience

Your Team for Multilocation Managed Network Needs

SPECTROTEL

Human Crafted.
Enterprise Optimized.

30 Years
In Business

PCI DSS COMPLIANT

175,000+
Managed Endpoints

50,000+
Managed Locations

12,000+
Customers

900+
Best in breed technology and carrier partners

24 x 7, 365 days
State of the Art, Geo-redundant NOC

8 Advisory Boards
Power of Partnership

4th
Largest Aggregator in the country

150%
Enterprise revenue growth year over year

Confidential

The Next Generation of Managed Network Services
Purpose-Built for the Modern Enterprise

- **From Provider to Partner**
  We don't just manage networks – we enable transformation. Our blend of AI-powered automation and human expertise delivers measurable outcomes, faster resolution, increased uptime, and fewer escalations.

- **Proactive. Predictive. Prescriptive**
  Move beyond reactive service. Spectrotel's Network Intelligence Center (NIC) anticipates and prevents disruptions with enriched data, real-time analytics, and guided resolutions.

- **One Platform. Thousands of Possibilities**.
  2,000+ vendor integrations. One unified observability layer. NIC delivers visibility, control and performance insights across every site, carrier and connection.

- **Service that Exceeds**
  Backed by 24.7.365 support, geo-redundant NOC's and Premier Account management aligned to ITIL best practices, our approach blend's reliability with white-glove engagement.

Outcome Driven. Not Just SLA Driven.
We deliver not just uptime-but insight, simplicity, and strategic advantage.

THE POWER OF ONE

The Ultimate Customer Integrated Experience

	Minimize Risk		Optimize Resources & Technology		Modernize the Enterprise
Next Generation Integration	**Managed Services**	**Managed Mobility**	**Connectivity**	**Consulting & Professional Services**	**Cloud Communications**
Related Solutions	• SASE • ZTNA • Managed SD-WAN • Managed EDR • Managed Devices (Firewalls, Routers, Switches etc.) • Managed Wi-Fi • Managed Mobility Services • Network Monitoring • Power Reboot	• Staging, Kitting and Shipping • Helpdesk User Support • Mobile Device Management • Wireless Expense Management • Device Inventory Management • End of Lifecycle Management	• Traditional Voice Services (POTS) • Internet Over Anything Solutions • Aggregation Services • Multi-Carrier SIM • Starlink	• Structured Cabling • Warehousing • Inventory Management • White Glove Installation • Network Design Consulting • Remediation Services • Penetration Testing • General Consulting	• SIP Services & Solutions • UCaaS/Collaboration Tools • CCaaS (Contact Center as a Service) • CPaaS (Communication Platform as a Service) • POTS over Broadband • OOMA Airdial • POTS IN A BOX®

Confidential

Spectrotel's Sweet Spot

Human Crafted.
Enterprise Optimized.

Think Spectrotel By Remembering These Four "Ms"

Multi-Location Clients

We can consolidate locations, regardless of what services are being procured and where they're located, on one easy-to-manage portal and invoice. Retail, FiServ, and Hospitality are key vertical markets.

Multi-Product Needs

Internet (Fiber, coax, wireless, satellite), Voice (SIP, POTS replacement, UCaaS), and all of the monitoring and management

Managed Services

SDWAN, Firewall, Routers, Switches, Structured Cabling– all under one company

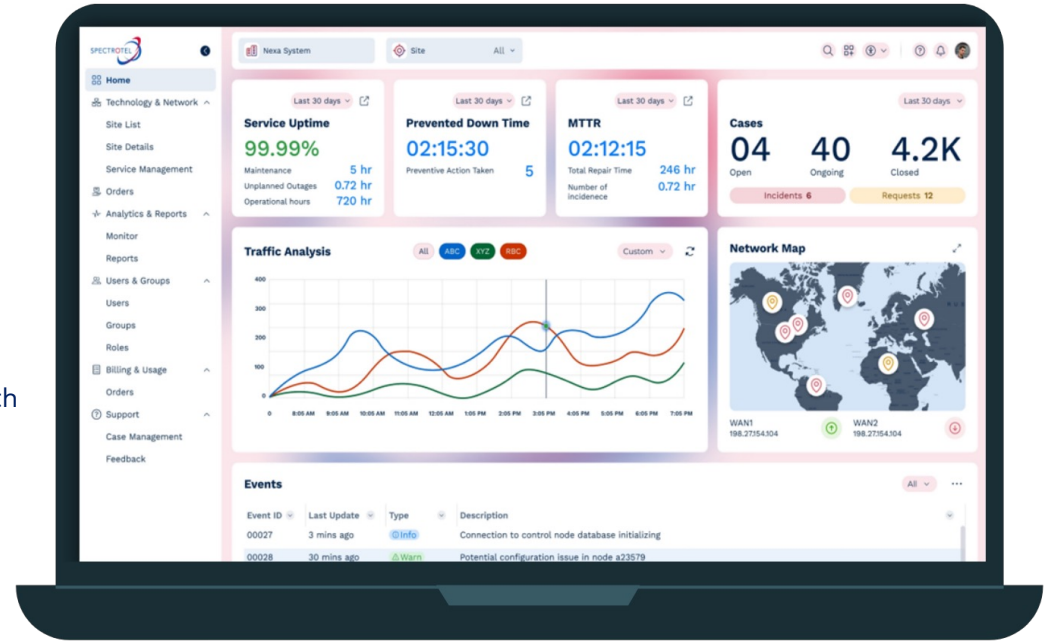
(D&)M

Spectrotel only offers solutions through valued partners like D&M– no direct sales reps– and a pure co-managed experience

Spectrotel's NIC – Transforming Managed Services

Human Crafted. Enterprise Optimized.

- **Operational Simplicity:** Easily view installed services, billing details, order statuses, and technician progress—all in one place.
- **Converged Network Observability:** Gain a unified view of network uptime and key performance metrics across multiple products, carriers, locations, and network segments.
- **Transparent Managed Services:** Enjoy real-time interaction with our Network Operations Center (NOC) personnel for faster incident and change processing.
- **Contextual Business Analysis:** Benefit from advanced AI/ML-driven insights and automation for quick, context-aware issue resolution.
- **Customer-Centric Control:** Personalize your experience with customizable network dashboards, tailored communications, and detailed reporting on any network metric.
- **Seamless Integration:** Leverage APIs for bidirectional ticketing and secure data sharing to keep your analytical feeds updated in real-time



Awards & Market Recognition

Human Crafted. Enterprise Optimized.

SD-WAN Product of the Year 2019-2025
Internet Telephony Magazine

Unified Communications
Product of the Year 2022-2023
Internet Telephony Magazine

Visionary Spotlight Award 2019-2025
2025 Awards Include:

- Business Technology (End user portal)
- Enterprise Mobility
- Managed Services
- Satellite (LEO

Channel Partners MSP501 2025 WINNER

8x8 ELEVATE PARTNER PROGRAM
2023 NA Reseller of the Year

North America
Reseller of the Year

ENGAGE FORTINET EXPERT PARTNER

Expert MSSP Partner
1 of 52 US partners

CHANNEL INFLUENCERS OF THE YEAR 2023 Channel Futures

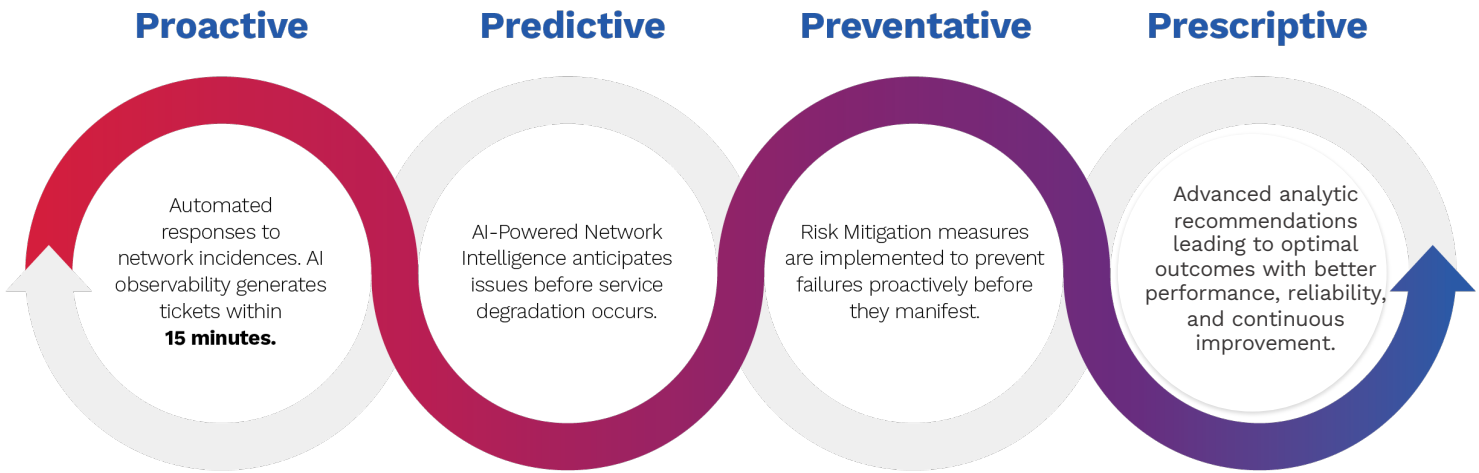
Spectrum Business
Top Value Added Reseller

AT&T Partner Exchange® FUSION Accelerate Growth Award

Intelligent Network Management

Elevate Your Network Experience

Elevated Customer Experience



99.9% Uptime

Spectrotel Confidential & Proprietary

SPECTROTEL

Human Crafted.
Enterprise Optimized.

THANK YOU!

Confidential