

# 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. Your IT Solution Provider 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 IT Solution Provider will carefully construct the perfect plan for your company.

### 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.

### 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.

### 9 Focus on what you do best

And let your IT Solution Provider 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 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, a concern or an issue to resolve, you only need one phone number.

### 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.

### 6 Gain a trusted advisor

An IT Solution Provider acts as an extension of your team, guiding you with recommendations tailored specifically to your company's goals.

### 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

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