

# 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 are 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 like Straticom, 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 a seasoned expert who lives and breathes 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. Straticom has no quotas to fill, so our recommendations are unbiased.

**5****Develop a long-term relationship**

Carrier sales reps frequently jump companies, while we are vested in our own business. 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**

We 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****Our service is FREE to you**

The suppliers we work with compensate us for the sale. They also commit to price parity with their internal sales reps and in many cases, we obtain even more aggressive pricing since they know they are in a competitive situation.

**There you have it: 10 powerful reasons to work with an IT Solution Provider Like Straticom for Cloud & telecom solutions. Want to learn more? Talk to us today.**