

# *the* Top 10 Benefits

*of working with a supplier-neutral telecom agent 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's why you should partner with a supplier-neutral agent rather than go direct-to-carrier.

## **1** Get unlimited supplier options

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Get the best supplier options for what you need. Your agent will filter the optimum telecom/Cloud providers based upon your specific objectives and their strengths.

## **2** Have a single point of contact

Have one "throat to choke" meaning less finger pointing and fewer headaches. When you've got a question or an issue to resolve, you only need one phone number.

### **3** Personalize strategy & planning

Get strategy and experience from a seasoned expert who lives and breathes these integrations. Your agent will carefully construct the perfect plan for your company.

## **4** Avoid quota pressure of carriers

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

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

Carrier sales reps frequently jump companies, while agents are vested in their own businesses. So you can avoid turnover-related hassles.

## **6** Gain a trusted advisor

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

### **7** Acquire greater leverage

The best agents develop strong relationships with 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 the hours you would have spent strategizing, vetting the various providers, and negotiating contracts.

### **9** Focus on what you do best

And let your agent 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** Stay cutting edge on technology

Be agents keep their fingers on the pulse of evolving Cloud & telecom technologies, so you can leverage the right solutions to increase efficiency and productivity.



Green Telecom Group, Inc.

Wanna learn more? Call us today at 949-252-8800