

# We're Different.

With so many business VoIP and cloud communications providers to choose from, it's all about finding the right fit for your organization.

## KEY DECISION FACTORS

Sales Experience

Pricing and Promotions

Network Evaluation & Optimization

System Design & Implementation

Training & Onboarding

Support Model & Resources

Partnership Mindset

## BIG TELECOM\*

Transactional with overpromises and promotions

Cookie cutter pricing with temporary promos

'Just plug it in' mindset

DIY with minimal guidance

DIY learning using only a 'Knowledge Center'

Mixture of U.S. based and overseas call center support

'Small fish in a big pond'

## RECENT COMMUNICATIONS

Consultative and educational approach

Transparent and customized pricing without 'gotchas'

Collaboration to evaluate, test, and optimize voice network

Custom system design based on extensive planning sessions

Hands-on training with tailored content

100% U.S. based experts focused on immediate support

'Big fish in a small pond'