

TOP 10 BENEFITS

of Working with a Supplier-Neutral Telecoms Advisor for Telco & Cloud Solutions



Today's companies are gaining significant benefits from leveraging strategic Cloud and Telecoms services. If you're considering a migration to the Cloud or an integrated telecoms/data solution, here are ten reasons you should partner with a supplier-neutral Telecoms Advisor, 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 Telecoms Advisor will filter 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, a concern or an issue to resolve, you only need one phone number.

3 Obtain personalised strategy & solution planning

Get strategy and experience from a seasoned expert who lives and breathes telecoms & Cloud integrations. Your Telecoms Advisor will carefully 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. Telecoms Advisors have no quotas to fill, so their recommendations are unbiased.

5 Develop a long-term relationship

Carrier sales reps frequently jump companies, while Telecoms Advisors are vested in their own businesses. No more turnover-related hassles.

6 Gain a trusted advisor

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

7 Acquire greater leverage

The best Telecoms Advisors 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 & telecoms integration tasks, you regain all those hours you would have spent strategising, vetting the various providers, and negotiating contracts.

9 Focus on what you do best

And let your telecoms Advisor 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

Telecoms Advisors keep their fingers on the pulse of evolving Cloud and telecoms technologies, so you can leverage the right solutions to increase efficiency and productivity.

There you have it: 10 powerful reasons to work with a Telecoms Advisor for Cloud & Telecoms solutions. Want to learn more? Talk to us today.



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