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10 REASONS TO WORK WITH AN IT BROKER

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CYBERSECURITY BROKER | 24/7 | GLOBAL MANAGED IT

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When planning your company's migration to cloud-based services and unified communications solutions, there are several compelling reasons to consider partnering with an IT Broker rather than working direct-to-carrier.

1

GAIN ACCESS TO VETTED SUPPLIER OPTIONS

An IT broker can find the best supplier options for your company's actual needs. Your IT broker will filter the optimum unified communications and cloud providers based upon your specific objectives and their unique strengths.

2

SECURE A SINGLE POINT OF CONTACT

When you work with an IT broker, you gain a single point of contact to act on your behalf whenever you have a question, a concern or an issue to resolve.

3

OBTAIN PERSONALIZED STRATEGY AND SOLUTION PLANNING

IT brokers are seasoned experts with copious strategic experience when it comes to unified communications and cloud integrations. An IT broker will thoughtfully construct a plan that is best suited for the unique needs of your company.

4

BROKERS AREN'T SALESPEOPLE

In their essence, IT brokers are advocates and strategists whose recommendations and decisions are not based on sales quotas or commissions. The purpose of IT brokers is to find and design the best solutions for their client's needs.

5

DEVELOP A LONG-TERM RELATIONSHIP

Unlike carriers and their sales professionals whose careers are dynamic and often subject to frequent change, IT brokers are vested in their own businesses and are inherently interested in building lasting client relationships.

6

GAIN A TRUSTED ADVISOR

An IT broker is an extension of your team and can guide you with recommendations tailored specifically to your company's goals.

7

ACQUIRE GREATER LEVERAGE

IT brokers have invested the time to develop high-functioning relationships with a variety of suppliers, which they can leverage on your behalf especially when negotiating contracts or resolving service issues.

8

EFFICIENCY IS KEY

When you outsource your unified communications and cloud integration tasks to a trusted IT broker, you retain the time and resources that otherwise would have been spent strategizing, vetting the various providers and negotiating contracts.

9

STAY CUTTING EDGE

IT brokers are fastidious about keeping up with the ever-evolving state of cloud-based and unified communications technologies. IT brokers can leverage the right solutions to increase efficiency and productivity.

10

MAINTAIN YOUR FOCUS

The expertise IT brokers can wield in your interests alleviates you from having to acquire a comparable skillset and allows you to do what you do best while they do what they do best.



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