

## WHY ENGAGE AN INDEPENDENT TECHNOLOGY ADVISOR

We are your independent technology advisors focused on making technology service procurement easy. Choose us for a technology partnership that provides cost-effective solutions, unbiased provider evaluations, and strategic financial benefits. Your success is aided by our support throughout the technology lifecycle ensuring a smooth transition and long-term success.



### PRESALE

**Business Alignment:** We align with your distinct business requirements to meet your unique business goals, including multi-provider solutions. We provide equal pricing compared to direct sales representatives.

**Consolidated Options:** Streamline your decision-making with our one-stop-shop approach, offering a diverse range of providers, which saves you valuable time.

**Objective Assessments:** Our unbiased evaluations of provider's solutions consider product quality, pricing, service standards, and the ability to accurately bill.

**Strategic Financial Advantage:** Stay ahead with our access to provider's current promotions and discounts, enabling you to capitalize on savings and make well-timed, cost-effective decisions without the influence of sales quotas.



### IMPLEMENTATION

**Project Coordination:** We accompany you through the delivery of the solution. We help you work with the provider to make sure that your implementation is as smooth as possible. If there are any unforeseen hiccups, we stay with you and can escalate the issue resolution so that the project stays on track.

**Transparent Advisor:** Our integrity is reflected in our compensation model, which is directly tied to the success of the solutions we deliver. Count on us for honest, clear-cut guidance with no sales pressure.

**Lifecycle Support:** We're here to support your technology procurement needs, from evaluation, to setup, and through renewal or replacement.



### POST-SALE

**Long-Term Partnership Success:** Unlike sales representatives from the provider, we are here for the duration of the services. While you have service with the provider, we are here to support you through post-sale billing and service escalations if they are needed.

**Stable Relationship:** Unlike the revolving door of sales people at most providers, we have client relationships going back decades. This long-term knowledge enables us to assist your company even when the company has employee transition.

**Forefront of Technological Advancement:** Our finger is always on the pulse of the latest technology innovations, providing you with cutting-edge technological insights that propel your company and its operations forward today and into the future.

## YOUR STRATEGIC TECHNOLOGY PARTNER



THERE IS NO-COST OR OBLIGATION TO MEET WITH YOUR ADVISOR



TopGolf\*

\*In select markets



Microsoft Teams



Google Meet



Zoom



In-Person