



Factors to consider when making a Telecom Decision

Businesses have more options than ever when it comes to selecting Telecom Services. Here are items to consider when making a decision to work with a Telecom Broker or a Direct Sales Representative.

✓ How much experience does your Sales Rep have?

- How many years' experience does the Sales Person have and how long have they been with their current company?
- With all the rapid changes in Telecom, how does a Telecom Sales Rep stay informed with the latest technology and options available within their company?
- If your business has multiple locations or international offices, is the Sales Rep able to work with a multi-site business that fall outside their telecom footprint?

✓ Right Provider – Right Solution – Right Price

- How does the Telecom Sales Rep offer you real time price comparisons between service providers to make sure you are getting the best price from their company?
- Can your Telecom Sales Rep provide pricing from multiple Telecom service providers and also include wholesale pricing options?
- Does your Telecom Sales Rep have the experience to review telecom service contracts and make recommendations that will benefit your business?

✓ Value

- How does your Telecom Sales Rep manage telecom installs, and do they have a support or project manager to assist?
- What happens when my Telecom Sales Rep leaves the company and what type of resources are available from the carrier to assist my business when a telecom outage happens?
- As the market place changes, what does my Telecom Sales Rep do to keep me up to date with the latest telecom mergers, changes and acquisitions that may affect my business?