



Factors to consider when making a Telecom Decision

Businesses have more options than ever when it comes to selecting Telecom Brokers. Here are the things to consider when making a decision that achieves optimal perform and best value for your situation.

✓ How much experience does your Telecom Broker have?

- How many years' experience does your Telecom Broker have working with customers and suppliers?
- With all the rapid changes in Telecom, how does a Telecom Broker stay informed with the latest technology and options available?
- If your business has multiple locations or international offices, does your Telecom Broker have the resources and experience in working with multi-site companies?

✓ Right Provider – Right Solution – Right Price

- How does the Telecom Broker offer you real time price comparisons between service providers to make sure you are getting the best price?
- How does your Telecom Broker provide you with multiple vendors that include wholesale options?
- Does your Telecom Broker have the experience to review telecom service contracts and what items may need changing?

✓ Value

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