



**STRATOSPHERE
NETWORKS**

REACH NEW HEIGHTS WITH THE HELP OF OUR TRUSTED ADVISORS

Are you tired of sitting through sales pitches and too busy to tackle the extensive amount of research necessary to determine if an IT solution will meet your company's specific needs? You can bypass biased sales spiels and high consulting fees with Stratosphere Networks' free trusted advisor services.



**HIPAA
COMPLIANT**

98%
CUSTOMER
SATISFACTION

\$80,000+
IN CONTRIBUTIONS
& DONATIONS

600+
HOURS OF
COMMUNITY
SERVICE

99%
CLIENT
RETENTION RATE

5X
BEST
PLACES
TO WORK
IN CHICAGO
CRAIN'S



**IT DEPARTMENT
OF THE YEAR**

Contact us at: [877-599-3999](tel:877-599-3999) or sales@stratnet.com for more information.

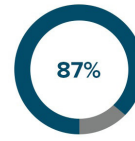
WHY BUSINESSES PREFER TRUSTED ADVISORS OVER TRADITIONAL SALES REPS

As far as B2B tech sales are concerned, clients increasingly depend on word-of-mouth and referrals instead of working with traditional sales reps. Only 3 percent of people think salespeople are trustworthy, according to a survey from HubSpot Research*.



Only **13%** of our net new business comes from cold calls

Many companies these days depend on third-party experts from service providers like Stratosphere Networks, rather than engaging with direct salespeople from suppliers and vetting their options on their own. While many organizations claim to offer valuable guidance about IT solutions, we have the numbers to prove that our clients truly have faith in us to find the products that best fit their requirements.



87 percent of our net new business comes from referrals or clients finding us online.

*Frost, A. (2016, April 29). Only 3% of People Think Salespeople Possess This Crucial Character Trait. Retrieved from https://blog.hubspot.com/sales/salespeople-perception-problem?_ga=2.41538218.989260216.1539615804-215345474.1536196549

WHY CHOOSE TRUSTED ADVISOR SERVICES FROM STRATOSPHERE NETWORKS?

Our team of experts leverage our extensive partner network and portfolio of cloud-based solutions to identify which products will benefit our clients the most. Working with our advisors will save your business a considerable amount of time and money, as well as give you the added value of our expert analysis and insights. We vet and demo multiple products, saving our clients dozens of hours they would have needed to invest if they shopped around on their own. We don't directly sell anything, just stand by your side to help you make the best possible decisions.

Here are just a few of the most notable benefits of trusting our advisors to select IT solutions for your organization:

- ★ No charges for our trusted advisor services. Our team gets a commission from the supplier you select.
- ★ Guaranteed price parity from all of our suppliers, meaning it won't cost you any more to purchase the solutions through us than it would if you went directly to the supplier. Essentially, the supplier pays us a commission instead of paying their direct sales person a salary and commission, which allows the supplier to have price parity to you, the client.
- ★ 100 percent objective assessment: All of our partners/suppliers pay us approximately the same rate, so we have no reason to favor any of them more than the others.
- ★ Exclusive access to advanced, cutting-edge IT solutions. Some suppliers don't have a direct salesforce, so you can only purchase their products through reseller partners like us.
- ★ Valuable tech knowledge: We make our solution assessments based on more than 15 years of experience in the IT industry, as well as reports that go beyond what even Gartner can provide, with extensive analysis of industry trends based on actual market data.

UCaaS Matrix

HQ	Supplier's headquarters	San Jose, CA	Boston, MA	Belmont, CA	San Francisco, CA	
# of Employees	Size of supplier by employee count	1,500	800	2,500	350	
Public / Private	Privately owned or publicly traded	Public: EIGHT	Private	Public: RNG	Private	
Seats in Service	Number of licenses deployed	1M+	280,000+	1.2M	Confidential	
Gartner Magic Quadrant 2018	This provider's placement in Gartner's Magic Quadrant for the industry	Leaders	Visionaries	Leaders	Not ranked	
Sweet Spot	Ideal opportunities for the provider	100-10,000	50-10,000	5-20,000	10-10,000+	
Key Acquisitions	Companies acquired and integrated into the supplier's offering	Contactual, VoiceNET, QSE, DXI, MarlanIQ	Thinking-Phones, Whaleback, Contactive	Connect First, Dimelo, Glip	TalkIQ	
Primary Datacenters	Location of supplier's core data centers	NA: Ashburn (VA), Canada (2), Santa Clara (2) EMEA: Amsterdam, London (4) APAC: Hong Kong, New Delhi, Singapore, Sydney SA: Rio De Janeiro	NA: Ashburn (VA), Boston, San Francisco, San Jose EMEA: Frankfurt, London, South Africa APAC: Hong Kong, Singapore, Sydney SA: Sao Paulo	NA: San Jose, Vienna (VA) EMEA: Amsterdam, Zurich APAC: Singapore, Sydney, Tokyo SA: Rio	NA: Chicago, Dallas, New Jersey, San Jose EMEA: Amsterdam, Johannesburg APAC: Hong Kong, Tokyo, Sydney SA: Sao Paulo	
IP Phones Supported	Handset brands offered or for potential reuse	Cisco, Panasonic, Polycom, Yealink	Polycom, Yealink	Cisco (SPA), Polycom, Yealink	Obihai, Polycom	
Skype For Business Online Integration	How supplier can enable Skype soft-phone capabilities	Softphone Plug-In	Softphone Plug-In	Softphone Plug-In	No	

After a 30-minute call, we can provide matrices that would take 20+ hours for clients to develop.

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WHAT MAKES US TRUSTWORTHY?

Our team of senior advisors have the experience and expertise needed to guide your company through the IT solution space. Each of our advisors meets the following requirements:

7+

years of industry
experience

100+

hours of in-
person and online
industry training
each year

CloudServices University online training, two-day annual in-person Cloud Special Forces conferences, weekly in-person seminars with key partners and suppliers, IT conferences on new tech and strategic and tactical approaches to IT, three-day in-person conferences on technical and strategic cloud solutions training, cybersecurity seminars, contact center industry conferences, and more covering the following:

- ★ Unified Communications as a Service (UCaaS), a.k.a. cloud phone systems
- ★ Contact Center as a Service (CCaaS)
- ★ Cybersecurity as a Service (CaaS)
- ★ SD-WAN
- ★ Fiber internet
- ★ Infrastructure as a Service (IaaS), a.k.a. data center and colocation
- ★ IT as a Service (ITaaS), a.k.a. managed IT services
- ★ Cloud security
- ★ Cloud migration
- ★ Business continuity and disaster recovery
- ★ Emerging technologies

Let our trusted advisors and expert consultants help your business reach new heights. Contact us today:



877-599-3999



sales@stratosphenetworks.com

LET US GUIDE YOU THROUGH DIGITAL TRANSFORMATION

For companies looking to harness the power of new technologies to transform the customer experience (CX) and boost efficiency, Stratosphere Networks offers additional, in-depth paid consulting services. Given the exponential pace of change of these disruptive next-gen technologies, it's challenging for anyone to keep up. Our experience and access to advanced tools and data will save you time and empower you to make the best possible decisions.

Our consultants can help you tackle digital transformation by assisting with every step of the process, including vision, strategy, solution evaluation, execution and implementation, and on-going support and advocacy. The Stratosphere Networks team can provide consulting services concerning the following:



Cloud solutions and services



Web and mobile application
development



Enterprise application
integration



Business Intelligence (BI),
Artificial Intelligence (AI), and
analytics



Implementation and support
services

And more

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