Executive Overview

About AT&T

We help more than 100 million U.S. families, friends and neighbors, plus nearly 2.5 million businesses, connect to greater possibility. From the first phone call 140+ years ago to our 5G wireless and multi-gig internet offerings today, we @ATT innovate to improve lives.

About AT&T Business

AT&T Business offers a wide range of solutions designed to meet the needs of companies of all sizes. Our services include high-speed internet, robust networking, mobile connectivity, cybersecurity, cloud services, and IoT solutions. AT&T Business also provides unified communications tools like VoIP and video conferencing, alongside expert consulting and professional services. By leveraging advanced technology and reliable services, AT&T Business helps organizations enhance productivity, secure their operations, and drive innovation. We aim to support businesses in navigating the digital landscape and achieving their strategic goals.

Product & Service Offerings

- Dedicated Fiber & Shared Fiber

- Connectivity, Networking & MPLS

- Cybersecurity & Cybersecurity Consulting

- Fixed wireless, Mobility, 5G & IoT

Sales Engineer Take On Best Fit

Multi-Site DIA because they have excellent in-footprint pricing. Point to Point Connections as they are 1 of our top providers for those. Private LTE/Private Wireless. When you hear DAS - Distributed Antenna Systems, move the customer to Private LTE/PRIVATE Wireless as the technology is better, more reliable and usually costs 3X to 5X less than DAS. Leading Security Player with their new company called LevelBlue - LevelB/ue. LevelBlue allows ATT's cybersecurity solutions to focus on being a standout MSSP without being bogged down by ATT's Connectivity arm. They bring their own solutions or can manage customer's solutions and provide one of the largest technology portfolios. They bring a deep security bench with tenure that can scale up or down across SMB, Mid-Market, and Enterprise.

Leading Security Player with their new company called LevelBlue. LevelBlue allows ATT's cybersecurity solutions to focus on being a standout MSSP without being bogged down by ATT's Connectivity arm. They bring their own solutions or can manage customer's solutions and provide one of the largest technology portfolios. They bring a deep security bench with tenure that can scale up or down across SMB, Mid-Market, and Enterprise.

Rick Mischka, Cybersecurity FSE

Key Features & Differentiators

When you choose AT&T, you get a provider with a proven record of quality, service, and innovation.

- AT&T is the world's largest communications company.

- The AT&T global network carries 680 petabytes of data traffic on an average day (as of 2023).

- AT&T Fiber now has the ability to serve 26M customer locations in 100+ metro areas in the U.S.

- AT&T has the best global coverage of any U.S. wireless provider with calling and texting available in over 225 countries and territories and discounted data coverage in over 200 countries and territories, including LTE speeds in 145+ countries and territories.

- AT&T has an IP broadband network covering over 60 million customer locations.

Top Industries Served

- Other

Ideal Customer Profile

AT&T offers solutions for businesses **large & small**, across **all industries**. AT&T has over 3 million business customers, including nearly all of the fortune 1000 and 2000 of the largest multi-national companies. **Single site or multi-site**, **domestic or international**, AT&T has solutions for secure and scalable connectivity for business customers.

Qualifying & Technical Questions

1. How many locations do you have and what are their connectivity needs?
2. Who is or how are you managing your network today?
3. How do you protect your enterprise and ensure you are in compliance with any security regulations for your industry?
4. What assets do you need to protect and how are you protecting them?
5. How do you detect and respond to security threats?
6. Where is your data stored- onsite, cloud, or co-location facility?
7. Will you need access to Cloud SaaS service providers?
8. Are you looking for cost-efficient, innovative ways to increase bandwidth?
9. Do you have any high-value assets and how do you track/ protect them?
10. Are your employees mobile and how do you keep them communicating effectively?