

Executive Overview

Experts at helping Partners close multi-location telecom opportunities from 5 to 5,000 locations. We will stop the hassle of dealing with multiple carriers and the nightmare of processing multiple invoices. Our proven process and ability to provide all the latest Analog Voice, VoIP, Broadband, SD-WAN and UCaaS/Mobility solutions will help you future-proof your client and your commissions as their needs change.

Product & Service Offerings

- VoIP - Hosted PBX, Integrated Voice, UCaaS, IP PRI, SIP Trunking
- POTS & TDM PRI Analog Voice
- Broadband – Cable, Ethernet, Fiber, DSL, Wireless
- Cloud (Zero Trust) and Premise Based Security
- Managed Network Security & Monitoring
- SD-WAN
- Broadband Aggregation
- Unified Communications/UCaaS
- Virtual Telephone Number/VTN
- Cradle Point Wireless Failover
- Microsoft Teams Direct Routing/UCaaS Integration
- Tech Support as a Service TSaaS

Sales Engineer Take On Best Fit

Lingo is a telecommunications company offering voice, data, and internet services. For business their key offerings are: Dedicated internet, VoIP, cloud solutions, and managed IT. I feel they are a good consideration when opportunities include: 5G expansion with faster speeds and enhanced capabilities; IoT offering integrated solutions for connected devices and automation; Cloud-based services to capitalize on growing demand for solutions; or, Network security that offers advanced security measures to protect against cyber threats. Lingo is positioned as a leading provider of telecommunications services and capitalizes on the growing opportunities in the industry.

- Peter Callowhill, Director of Engineering: Connectivity, Colo & Wireless

Top Industries Served

- Other

Ideal Customer Profile

Large multi-location accounts with top retail, financial, real estate, consumer and medical firms with distributed locations nationwide, partner with Lingo. Common challenges for these businesses include:

- Disparate providers for voice, broadband, SD-WAN and VoIP solutions
- Lack of visibility into their telecom inventory and spend
- Significant time spent processing multiple invoices

- Looking for control over their entire telecom through a single pane of glass
- The need for a single source to migrate them from analog to VoIP on a single platform

Qualifying & Technical Questions

- How many carriers and why so many?
- How do you manage MACD's and tickets with so many providers?
- How many invoices received and why not consolidate to 1?
- With the pending end to Analog POTS service, what is your strategy to migrate from POTS to VoIP?
- With cable being so challenging to qualify & install why not have an aggregator with multiple alternative technologies such as Fiber, Ethernet, Satellite, DSL take this project on?