

Executive Overview

- Headquarters: Dallas, TX
- A Technology Enablement Company
- 30+ Employees
- Founded in 2004
- Over 10,000 Customers
- Customers in over 45 different US States

Product & Service Offerings

- Circuit Aggregation DIA, 4G, broadband, fiber
- SD WAN
- Security Fortinet
- UCaaS & CCaaS
- SIP/ PRI/ Analog

Sales Engineer Take On Best Fit

NTEGRATED is a Tech Enablement aggregator that focuses on tailoring solutions such as connectivity, managed network, security, and voice applications. They are a good fit for multi-site customers looking for "business in a box" which includes network, voice, security, wireless, etc...

- Eric Cooke, Senior Sales Engineer Colo and Connectivity

Key Features & Differentiators

Network Operations Center

- 24x7x365 State of the Art Network Operations Center with all in house employees located in Dallas, Texas
- True Proactive Monitoring of every single device on our Network
- 95% of NOC calls are outbound to our customers, only 5% are inbound
- 99.5% first time resolution rate when our customers or partners call into our NOC
- Every NOC technician is CCNA+ certified and security certified

State of the art Project Management

- We create custom workbooks and runbooks for every customer. These allow us to communicate with them according to their needs and timeframes.
- We schedule weekly calls for any multi site opportunities and clearly communicate action items and expectations for all parties to ensure a smooth experience.
- There is a dedicated project manager and single point of contact for every single customer. We provide a clear escalation matrix with direct contact info for all the higher ups at NTEGRATED for customer/partner to escalate accordingly if needed.

Pre and Post Sales Engineering

- We involve our Engineering team on a pre sales call to make sure that everyone (customer, partner, Ntegrated) is on the same page. Each customer has a dedicated engineer on their project kickoff call as well to make sure everything goes smoothly.

Single point of contact for Support and Billing

- Consolidated billing and Single point of contact for all needs

Top Industries Served

- Other

Ideal Customer Profile

Multi site customers needing aggregated data and security solutions under a single umbrella

- Our Workbooks, superb project management, and skilled engineering have allowed us to onboard very large (1000+ location) customers smoothly.
- Our flexibility, customization, and communication skills as a company allow us to handle larger and more complex deals quicker than other carriers and with ease
- We provide aggregation of services including data services, SDWAN, and security.

Customers that need better project management and support

- Project Management and NOC support are Ntegrated's key differentiators. We pay attention to every small detail and take much better care of our customers than the typical large provider. At Ntegrated you are a customer not a number.

Qualifying & Technical Questions

1. Do you need or require diverse data services and one or more locations?
2. Are you pushing to cloud based services and need to guarantee internet reliability and circuit quality?
3. Are you looking to enhance or evolve your business continuity/disaster recovery strategy and solution?
4. Do you have Capex constraints or need aggregated services that allow you a consistent monthly model using an Opex model?
5. Do you want a data service model that allows you to use what you pay for instead of dedicating circuits as backups, failovers, or secondary services?

Elevator Pitch

Ntegrated is a Technology Enablement company headquartered in Dallas, TX. We deliver solutions to customers nationwide, across all different verticals. We focus on building tailored end to end solutions for our customers and working as an extension of their IT team.

Objections & Rebuttals

SLA fiber data services are reliable but very expensive in my area

Ntegrated can work with you to provide diverse broadband, LTE, Fixed Wireless and fiber data services that are more cost effective than

higher speed fiber only solutions.

Broadband internet is very cost effective but reliability and quality are up and down

NTEGRATED can provide diverse data services and aggregate their speeds with advanced SDWAN services that automatically combine all circuit speeds and self heal any circuit quality issues.

Network security services are expensive and adding an additional vendor to manage it, complicates our network

NTEGRATED is a network services aggregation company. We can install, monitor, and support data services, advanced SDWAN, and network security all through our 24/7 US based NOC and provide all services under a single bill.