

## Executive Overview

Spectrotel is a trusted provider of Managed Network Solutions, expertly mastering the complexities of today's digital landscape to deliver optimal business outcomes for multi-location enterprises.

Our seasoned team combines advanced analytics, AI, and ML with deep industry knowledge to ensure peak performance across every level of the solution stack. Today's networks are comprised of a web of sophisticated IP applications riding over the Internet through many individual access links, using a myriad of technologies, provided by a variety of carriers. Businesses need a partner to make sense of it all—one who has the tools, knowledge, and expertise to manage every level in the solution stack, turning vast data into actionable insights and focusing resources precisely where they are needed to optimize their solutions. Spectrotel is raising the service bar by advancing network management from reactive and proactive approaches to predictive and prescriptive strategies.

This evolution reduces downtime, minimizes service degradation, and strengthens communication platforms, allowing organizations to focus on growing their business. Spectrotel empowers businesses with modern Managed Network Services that seamlessly integrate sophisticated technology with human expertise, leading best practices, and actionable data insights. As your strategic ally, Spectrotel manages the intricate web of over-the-top communications applications across diverse broadband connections, transforming complex network data at all levels into clear actions. We are dedicated to delivering superior business outcomes today and equipping your enterprise to thrive in the future. For more information, visit [www.spectrotel.com](http://www.spectrotel.com). [www.spectrotel.com](http://www.spectrotel.com) or follow us on [LinkedIn](#).

## Product & Service Offerings

### Cloud Communications

- POTS Alternative Box Solutions
  - SPECTROTEL - Ooma Airdial
  - SPECTROTEL POTS IN A BOX
  - SIP Services & Solutions
- UCaaS/Collaboration Tools
- CCaaS (Contact Center as a Service)
- CPaaS (Communications Platform as a Service)

### Connectivity

- Traditional Voice Services
- Internet over Anything

- Dedicated Network Services
- Aggregation Services

#### **Enterprise Managed Mobility Services (MMS)**

- Staging, Kitting, and Shipping
- Helpdesk User Support
- Device Inventory Management
- **Mobile Device Management (MDM)**
- **Wireless Expense Management (WEM)**
- End-of-Lifecycle Management

#### **Managed Network Services**

- Managed SD-WAN
- Secure One-Box SD-WAN with Gateways
- Managed EDR (Endpoint Detection & Response)
- NOC as a Service
- Managed Mobility
- Managed Devices (Firewalls, Routers, Switches, etc.)
- Managed Wi-Fi
- Device & Network Monitoring

#### **Security Solutions**

- Endpoint Detection & Response (EDR)
- Managed Detection & Response (MDR) (coming soon)
- Multi-factor Authentication
- Remote Access/VPN Service
- Cloud Firewall

#### **Consulting & Professional Services**

- Structured Cabling

- Warehousing
- Inventory Management
- White-Glove Installation
- Network Design & Consulting
- Remediation Services
- General Consulting
- Solutions in a Box

## Sales Engineer Take On Best Fit

Excellent U.S. Connectivity and Wireless connectivity Aggregator. Excellent at POTS Replacement.

Super responsive, with great pre-sales and engineering support. Implementation has been impressive for large multi-site projects.

Chip Hoisington

Vice President of Engineering: Connectivity, Colo & Wireless

## Key Features & Differentiators

### WE PROVIDE EFFICIENCY

Spectrotel's history is in providing the most optimized tailored communications solutions, aggregating hundreds of networks, carriers, transports, and equipment throughout North America to deliver a single cohesive, affordable solution that can be viewed and managed through a single source.

### WE CRAFT SOLUTIONS

Spectrotel leverages 25 years of coordinating and managing disparate carriers and networks and expertise and experience sourcing, integrating, facilitating, and managing best-in-class technologies to uniquely craft comprehensive highly scalable, and reliable solutions that address a wide array of organizational challenges for the multi-location enterprise customer.

### WE MANAGE IT ALL

Saving IT resources from having to manage critical but repetitive IT-related tasks. Spectrotel's team of experts will take the tactical activities of managing IT infrastructure off your customer's plate so they can focus on their core mission without compromising performance, security, or reliability. **WE ARE YOUR PARTNER**

An extension of your business from day one.

## Top Industries Served

- Other

## Ideal Customer Profile

- Multi-location Enterprise customers
- Customers looking for a complete management solution to consolidate service providers and invoices, improve technology, security, reduce costs
- Seek US-based support
- The customer is looking to simplify an otherwise complex technological environment.

## Qualifying & Technical Questions

1. Are you currently working with multiple carriers?
2. Is your current phone system premise-based, hybrid, or cloud?
3. Are your IT services internal, outsourced, or a combination?
4. Do you have a business continuity plan?
5. What are your compliance and security requirements?
6. What are your plans for digital transformation?
7. Are you cloud-ready?
8. Do you have a strategic roadmap for IoT?
9. What are your biggest obstacles to success?
10. Where are your biggest expertise gaps?
11. Are you managing or monitoring your bandwidth needs?