May - June, 2016

CHANNEL VISION magazine

www.channelvisionmag.com

MASTERS of PIECES
2016 Master Agent Directory

UCaaS WAVE

ASIA RISING

LTE-U

MAKE A MILLION IN 2016 WITH BULLSEYE

WE'LL SHOW YOU EXACTLY HOW...

YES, It's True! Partners just like you saw this ad and made a million with BullsEye. Here's how:

- Proven system to sell big accounts
- Assigned support team
- Travel to appointments with you nationwide
- Executive sponsorship
- Assigned pre-sale team
- Assigned post-sale implementation team
- Marketing support – Direct mail and email marketing campaigns, webinars and special events

*"My first check was **over $25,000**. I never thought I'd have the opportunity to close deals of that size."* [redacted], Chicago MSP

*"BullsEye's support is **second to none**. The Channel Managers know how to advance sales."* [redacted], California VAR

*"I did not know what a "POTS" line was at first, but I earned **$350,000** on upfront bonuses alone, with coaching from BullsEye."* [redacted], California, Point-of-Sale Company

*"Working with a multi-location provider with BullsEye's extensive portfolio really opened some **crazy big deals** for me. In 2015, I made over $120K and I'm just getting started."* [redacted], North Carolina, Channel Partner

THE TIME IS NOW, CALL: 877-298-4539

www.bullseyetelecom.com

BULLSEYE TELECOM

impact
telecom

Cloud-based communications solutions for every business.

Experience the Impact Telecom Difference!

FOR PARTNERS:

- Industry-leading commissions
- Marketing resources
- Tools to support your success

FOR CUSTOMERS:

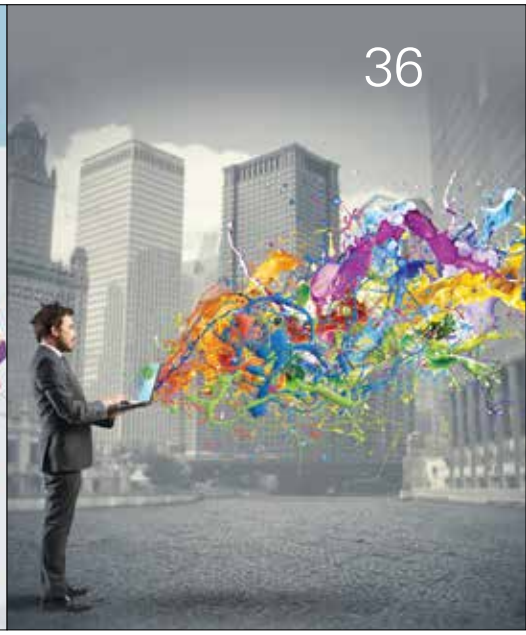
- Innovative services at competitive rates
- High-quality Polycom phones included with each seat
- 100% US-based customer support

info@impacttelecom.com
844-535-0701
www.impacttelecom.com

CHANNEL VISION magazine

CONTENTS

May - June 2016



REPORTS

30 UNIFYING DEMAND
UCaaS directly addresses much of the reluctance behind slower-than-expected unified communications adoption.

36 MASTERS OF MANY PIECES
2016 Master Agent State of Market & Directory

Subscribe to our weekly e-newsletter at
www.channelvisionmag.com/subscription

REGULARS

ALTERNATE VIEWS
6 New domains

DATA POINTS
8 Numbers worth noting

DIRECT FEED
10 Voice-as-a-service
10 Microsoft SaaS growth
12 INCOMPAS adds to board
14 Residential VoIP
16 Fiber near 50%
18 Mid-market security

INTERNATIONAL AGENTS
20 Eyes to Asia
24 LTE Unlicensed
26 PTC Corner: Interconnected world
28 Colt acts locally

IN THE TRENCHES
70 Attention deficits

PROFILE
72 Fusion makes contact

74 ADVERTISER INDEX

REFER YOUR CUSTOMERS TO EQUINIX AND REAP THE REWARDS!

Our new Lead Referral Program rewards partners with enhanced benefits for loyalty. This is not your father's 1X referral program. Join us and see revenues soar!

With Equinix, customers get more value beyond world-class colocation, including access to hundreds of cloud and interconnection ecosystem partners. As a **Lead Referral Partner** you can participate in a unique-in-the-industry commission structure that rewards multiple sales.

Customers and partners are finding that great things happen when they **Think Differently** about Equinix. Successful Equinix partners know that we are more than just space, power, and cooling.

- **Think Global** – Equinix has over 100 data centers world-wide, allowing your customers to work with one data center provider who can help them scale globally.
- **Think Network Choice** – As you help your customers architect that next-gen WAN architecture, choose from 1,100+ carriers, including 100% of the global Tier 1 providers.
- **Think Cloud Choice** – If your customers' needs include migration to the cloud, we have a variety of solutions to offer, including Public, Private, and Hybrid cloud designs with over 500 cloud service providers.
- **Think Interconnection** – At Equinix we connect companies to new customers, ecosystems, and markets. Entire industries converge within Equinix data centers to share data faster, uncover business opportunities, and increase growth.
- **Think Customer Experience** – As you guide your customers in their data center selection, we have you and your customers covered by offering the best performance, reliability, and overall customer experience.

Join with the industry leader in colocation and interconnection, and take your business to the next level!

To join the Equinix Partner Program, or to learn more about our solutions and services, visit us at equinix.com/partner or contact us at partner@equinix.com.

EQUINIX

NEW DOMAINS

Flipping through the deck of the 2016 edition of Mary Meeker's recently released and widely covered annual "Internet Trends" report, it's hard not to feel a little overwhelmed. It's not so much that Meeker brings to light any shifts we all are not feeling or exposes any trends we have all not seen developing. It's just that when all those observations are brought together into 213 information-packed slides, one wonders how it is possible to keep pace with the seeming rapidity of change in communications and technology.

According to Meeker, for instance, growth is down, debt is up; Twitter is down, Snapchat is up; Apple iPhones are down, Amazon Echo devices are up, and video is the new text. Commerce is becoming conversational, and we are talking to our computers but typing to our friends. In the near term, your car could be the most advanced computing device you use, and the U.S. could once again become the hub of automobile innovation. And if you are a brand marketer, social media marketing is yesterday's news. You better also know about Snapchat lenses, geofilters, Houzz, OfferUp, stories and Periscope, as "each new marketing channel grows faster than previous ones," says Meeker.

And then there are the other 200 slides.

There is certainly lots to grasp today, and we are willing to guess that most of your customers feel similarly overwhelmed as they survey all the technology options and delivery mechanisms that will, in many cases, transition their companies to digital organizations.

It's also quite likely that telecom agents and sub-agents feel equally strained by the transition to a post-transactional market, "where discrete sales of individual products or integrated systems are replaced by agreements to provide IT capacity and business functionality as-a-Service," as Techaisle researchers put matters, and they transition from being "trusted advisors" focused on product suggestions and problem solving toward "meaningful customer partners" focused on "delivering customer success."

This market upheaval, if you will, makes the link that master agencies hold in the telecom value chain stronger and more important than ever. After all, it has always been the role of master agents to survey a changing landscape, navigate and vet new programs and providers, aggregate their disparate offerings, put agent and subagents in position to help their end users realize their goals within those products and providers, and otherwise grease the sales cycle. For agents and subs transitioning to a cloud, mobile and IP world, that sounds like a pretty good partner to make.

All the while, leading master agents are investing in the capabilities to lead the transition, from sales engineers and business-outcome specialist, to automation, partner portals and help desk support, as well as partnering with providers of the most in-demand cloud and software-based IT and business services.

Sure, we've all heard the comments about the telecom channel being stuck in its old ways and unwilling to change. Our annual Master Agent Directory tells a different story?

CHANNELVISION magazine

Martin Vilaboy
Editor-in-Chief
martin@bekapublishing.com

Tara Seals
Contributing Editor
tara@bekapublishing.com

Percy Zamora
Art Director
percy@bekapublishing.com

Berge Kaprelian
Group Publisher
berge@bekapublishing.com

Rene Galan
Associate Publisher
rene@bekapublishing.com

Miki Takeuchi
Digital Media
miki@bekapublishing.com

Jennifer Vilaboy
Production Director
jen@bekapublishing.com

Beka Business Media

Berge Kaprelian
President and CEO

Neil Ende
General Counsel

Jim Bankes
Business Accounting

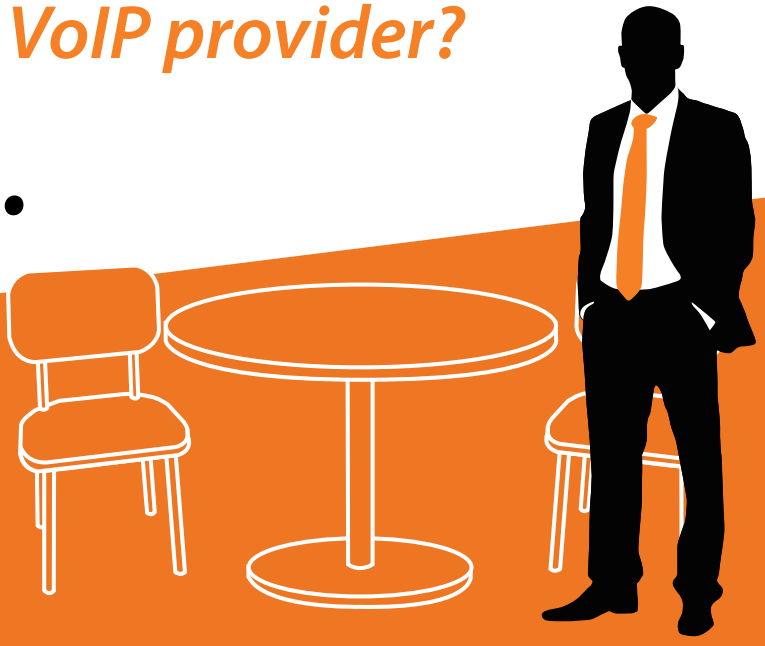
BEKA Business Media

Corporate Headquarters
745 N. Gilbert Road
Suite 124, PMB 303
Gilbert, AZ 85234
Voice: 480.503.0770
Fax: 480.503.0990
berge@bekapublishing.com

© 2016 Beka Business Media, All rights reserved. Reproduction in whole or in any form or medium without express written permission of Beka Publishing is prohibited. ChannelVision and the ChannelVision logo are trademarks of Beka Publishing

Need more choice, automation, and control from your wholesale VoIP provider?

Let's Chat...



25¢ DIDs

Local and Toll-Free DIDs from 6,500 Rate Centers

No Porting Fees
No Activation Fees

Act now as the offer expires August 31st

Not a customer yet?

Sign up for a *Free Trial* today!

Sign up today and a ***$5 CREDIT*** will be instantly added to your account.

For more information on the Free Trial,
please scan the QR Code to visit our sign up page:
viguy.info/free-cv-july-16

voipinnovations.com

VoIP Innovations
Your Premier Wholesale VoIP Carrier

877.478.6471

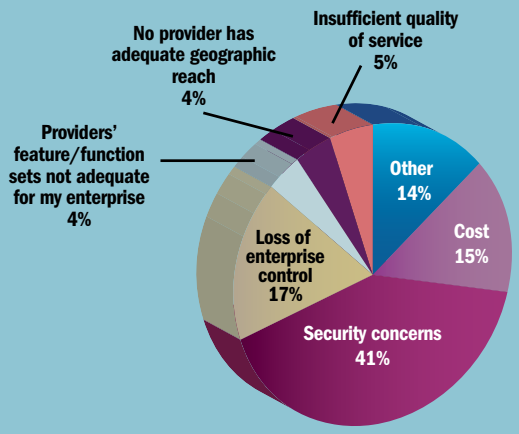
Numbers Worth Noting

By **Martin** Vilaboy

The Big 'No'

Trepidation surrounding cloud delivery models is certainly waning, but security of corporate data and resources still is far and away the number one fear keeping buyers from hosted communications services, according to a survey by Krapf.

For those who use no hosted communications service: Why not?



Source: Krapf Cloud Survey

53 Percentage of mid-sized and large enterprise cloud computing users surveyed by B2B market research firm Clutch that said they utilize an external, professional consulting firm to implement cloud infrastructure.

29 Percentage of B2B customers that told Gallup they are "fully engaged" to the companies they do business with. In other words, the other 71% of customers are ready and willing to take their business elsewhere.

Video Call Exposure

Although 77 percent of workers surveyed by service provider West Unified say they are comfortable with video calling, workers still prefer audio to video calls by a three-to-one margin. So what makes folks uneasy during video calls?

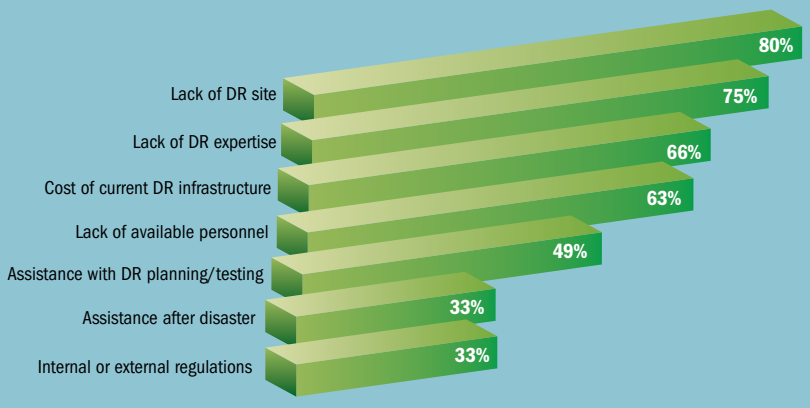
What makes you uneasy during video calls?	Men	Women
Public speaking	34%	42%
The background setting	15%	25%
How lighting affects appearance	36%	51%
What they're wearing	18%	24%
How voice sounds on camera	28%	36%

Source: West Unified

Why Choose DRaaS

DRaaS adoption is picking up, and the top two reasons why are somewhat unsurprising. Businesses, quite simply, lack the site and the expertise to do disaster recovery right, suggests a survey by Veeam. Cost, of course, is a big issue as well.

What are drivers for your customers to consider DRaaS? (Select all that apply)



Source: Veeam

Cloud Connectivity Made Simple

Reliable, secure, dedicated connectivity to Cloud services and applications

Global Capacity's *One Marketplace*™ delivers:

- Near ubiquitous coverage to 9.6 million U.S. addresses and 40 million global addresses
- Unmatched transparency into local connectivity options
- Industry's most powerful network design application
- Fast, streamlined commercial experience

Partners choose Global Capacity for:

- Internet and Ethernet Services across the U.S. and internationally
- Competitive pricing in Tier 2 and 3 markets as well as Tier 1
- Direct connectivity to leading Cloud providers
- Complex multi-site, multi-technology, and multi-country private network solutions

GLOBALCAPACITY™

solutions@globalcapacity.com
www.globalcapacity.com
Follow Us: @Global_Capacity

METASWITCH LOOKS TO MOVE VOICE INFRASTRUCTURE TO CLOUD

At its recent customer event in Scottsdale, Ariz., Metaswitch announced its new MetaSphere Cloud Service, whereby the core of an operator's communications network will be deliverable from a cloud infrastructure that is managed and maintained by Metaswitch. With a voice core in the cloud, operators will find it easier to manage, purchase and grow their communication services, quickly introducing new features from Metaswitch's virtualized telephony application servers, says the company.

According to Kelsyn Rooks, director of network transformation marketing at Metaswitch Networks, the model will likely involve a deployment cost and recurring software licensing fees based on what the service provider utilizes. The solution includes "everything involved in a Metaswitch deployment," he said, but stops short of being a full-service, fully supported model. In other words, service providers maintain the customer interaction, and Metaswitch is not looking for a revenue share.

Metaswitch expects to host the infrastructure in selected third-party data centers, as the communications software provider is "not looking to get into the data center business," said Rooks.

Rooks was sure to point out that MetaSphere is not multi-tenant, so every service provider gets its own instance. He said Metaswitch is collaborating with customers on some final details of the service to make sure needs and concerns are met.

MetaSphere was one of seven major product announcements released at the customer event. The others include an NFV starter kit, new analytics tools, an expanded unified communications solution and a security review service, among others.

WIRT TO LEAD LINE SYSTEM SALES AND MARKETING

Line Systems formally announced the addition of Bruce Wirt as vice president of sales and marketing.

Wirt will be responsible for supporting LSI's existing regional infrastructure while expanding the company's national service footprint by directing the internal sales team and advancing channel opportunities. He will also oversee sales engineering, sales support and marketing.

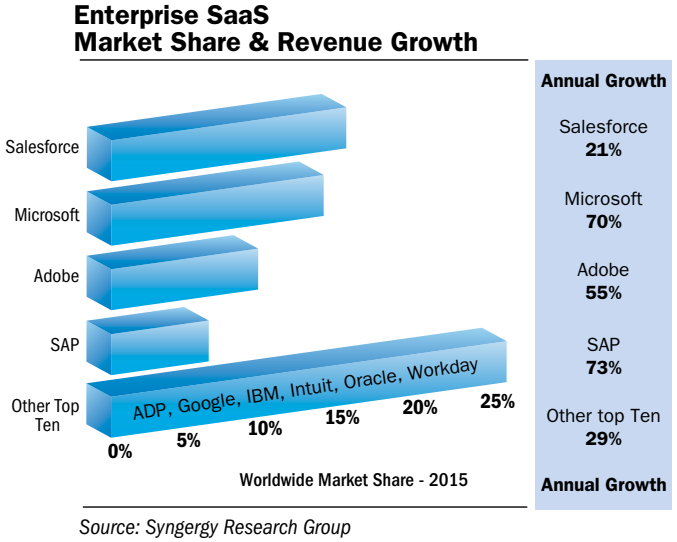
Before joining Line Systems, Wirt served as vice president of sales at NetCarrier, where he developed a national presence for the Mid-Atlantic carrier – signing large regional and national master agents, tripling annual revenue and winning multiple awards in national trade publications along the way. In a prior role at Cavalier Telephone, Wirt successfully incubated key business development programs and had full autonomy over direct and indirect sales teams.

"I've always had tremendous respect for what the leadership team has been able to accomplish at Line Systems over the past 17 years. When I saw that they were expanding out of the Mid-Atlantic and tapping into the national marketplace, I felt strongly that I could have a great deal of success leading that charge," said Wirt. "My goal is to build upon the achievements of the internal sales department and add a turnkey master agent component to the revenue production."

MICROSOFT MAKES GAINS IN SaaS MARKET

New data from Synergy Research Group shows that Microsoft is now challenging for leadership in the enterprise SaaS market. In 2015 Microsoft grew its market share by almost 3 percentage points but was still a little way behind long-time leader Salesforce.

However, Microsoft continues to grow its SaaS revenues much more rapidly, says Synergy, achieving the second highest 2015 revenue growth rate among the top 10 SaaS companies. If current trends continue, Microsoft should overtake Salesforce.com in 2016. Microsoft had 70 percent year-over-year growth in 2015, driven largely by Office 365. Salesforce, for its part, experienced 21 percent growth last year. Synergy's figures do not include home sales of Office 365.



Source: Syngergy Research Group

All told, the enterprise SaaS market grew by almost 40 percent in 2015, and Synergy forecasts that it will more than triple in size during the next five years. The smaller consumer SaaS market is only a third of the size of the enterprise market and also has a lower growth rate. While it is not the leader in consumer SaaS, it is notable that Microsoft's growth far outstrips that of other major consumer SaaS operators.

"In many ways SaaS is a more mature market than other cloud markets like IaaS or PaaS," said John Dinsdale, a chief analyst and research director at Synergy Research Group. "However, even for SaaS it is still early days in terms of market

BREAK FREE FROM YOUR MASTER AGENT

Why work with a master agent when you can work directly with the carrier?

(25% Residual on SIP Trunks & Hosted Voice)

- Highest Commissions Paid
- No Volume Commitments
- Dedicated Project Manager
- Easy to do Business With

EARN MORE WITH ENQWEST

Hosted VoIP ▪ SIP Trunks ▪ Data ▪ Internet ▪ Mobility

Powered by AT&T

READY TO GET STARTED? CALL 844.ENQWEST TODAY!

www.enqwest.com | sales@enqwest.com

AT&T Partner Exchange®
Platinum Solution Provider

adoption. It is notable that the big three traditional software vendors – Microsoft, Oracle and IBM – are all now growing their SaaS revenues faster than the overall market, and yet SaaS accounts for less than 8 percent of their total software revenues."

TELEDOMANI ADDS CLEARONE TO ROSTER

ClearOne has signed a master agent agreement with TeleDomani to expand the reach of Spontania, ClearOne's cloud-based media collaboration software. TeleDomani is one of the largest master agency in the Northeast.

"Customers seeking easy-to-use and accessible video collaboration will find superb solutions through our partnership with ClearOne," TeleDomani director of business development Carmine Yodice said. "Since ClearOne's Spontania platform is cloud-based, clients don't have to purchase or deploy any hardware for their users to join a meeting. Spontania is a more viable meeting choice; it takes just a few clicks to schedule, host and join video-empowered meetings."

"TeleDomani has a reputation for outstanding partner support," said ClearOne Connections Partner Program senior consultant Kent Terpe. "They cover everything from opportunity assessment and quoting to project management and pre- and post-sales support."

He added, "ClearOne offers a clear 'transition path' for channel partners to develop the expertise, build a profitable business and drive additional revenue whether they're an agent, VAR, IT/cloud consultant, MSP or interconnect/service provider. Spontania gives channel partners the positioning to market, sell and deliver a differentiated and price-disruptive HD video collaboration solution. ClearOne never sells directly; we always support the channel."

INCOMPAS ELECTS 13 TO BOARD

Members of INCOMPAS, the competitive networks association formerly known as COMPTEL, elected 13 companies to serve on the INCOMPAS Board of Directors for the 2016-2018 term during the annual membership meeting at The INCOMPAS Show. These newly elected board members join the others who are currently serving their 2015-2017 terms.

At its first meeting with the newly elected directors, the Board re-elected Deb Ward, CEO of TSI, as its chairwoman; Chris Murray, senior vice president of Public Policy at EarthLink, as vice chairman; and Jim Butman, group president at TDS, as treasurer. Rounding out the executive committee are four at-large members: Robert Beaty, president and CEO of Impact Telecom; Michael Galvin, general counsel for Granite Telecommunications; Charles McKee, vice president of Government Affairs, Federal and State Regulatory at Sprint; and Dale R. Schmick, COO of YourTel America.

Others elected to the board for the 2016-2018 term include:

SMALL CATEGORY

- Mark Scully, president, ComSpan
- Chris Birdsall, executive vice president of global sales, Global Convergence Solutions
- Tim Koxlien, CEO, TeleQuality Communications

MEDIUM CATEGORY

- Scott Widham, CEO, Alpheus Communications LLC
- Randy Lemmo, executive vice president, Strategic Business, ANPI
- Kurt Van Wagenen, president and CEO, FirstLight Fiber
- John Schoder, chief marketing officer, Inteliquent
- Alan Katz, vice president, Sunesys

LARGE CATEGORY

- Chris Murray, senior vice president, Public Policy, Earthlink
- Michael Galvin, general counsel, Granite Telecommunications
- Joseph Cavender, vice president and assistant general counsel, Federal Affairs, Level 3 Communications
- Charles McKee, vice president, Government Affairs, Federal and State Regulatory, Sprint
- Eric Einhorn, senior vice president, Government Affairs, Windstream

RINGCENTRAL, TELARUS ENTER PARTNERSHIP

RingCentral and Telarus announced a new master agent agreement between the companies. The partnership with Telarus is an extension to the channel program that RingCentral announced earlier this year. Now, Telarus' 2,000-plus agents will have the opportunity to quote and sell RingCentral services for the first time.

"There has been an inflection point in the market where larger enterprise customers are starting to demand cloud solutions like never before," said Patrick Oborn, co-founder of Telarus. "Our partners have asked for RingCentral, as they are committed to providing market-leading UC services and solutions to their customers."

RingCentral also recently added and redesigned existing channel manager roles to match the demands of the current channel landscape, said the company. One key differentiator in its channel program is its collaboration policy. For opportunities that involve 50 or more employees, RingCentral dedicates a subject matter expert to join the partner team and work with them to close the deal: full provisioning, full implementation, full customer service from RingCentral — full commission to RingCentral partners.

"Business needs are becoming more and more centered on agility, mobility and interoperability," added Zane Long, vice president of channel sales at RingCentral. "Now,

THINK GLOBAL. THINK ASIA. THINK CHINA. THINK TELSTRA.

Grow your business by embracing International opportunities

Global markets today represent exciting business opportunities and new challenges. The Telstra Channel Partner Program is your smart choice to stay ahead of the competition with access to our leading China capabilities,powerful self-provisioned SDN based dynamic network services and a complete suite of innovative technology solutions.

Change the way your business adapts, evolves and grows into the future with the Telstra Channel Team now providing:

A Dedicated Channel Manager

We succeed when you succeed. Engage our Channel Manager today to help you grow your business.

Leading Global Footprint

- Largest subsea fiber network in the Asia-Pacific region
- Scalable, reliable and global network
- Direct connectivity to challenging markets, e.g., China

Extensive Global Experience

- Operating internationally for more than 70 years
- In-region experts - with around 3,000 employees in 22 countries outside Australia
- Committed facilities based provider - with global data centres, PoP's, IP networks, and subsea fiber infrastructure.

Industry Leading Commission Plan

- Grow your business and increase your commissions
- Ask us about our upfront bonus for international opportunities

Global Products

- International P2P connectivity (2MB to 100 GbE)
- Global MPLS based IPVPN - including domestic China and India networks
- Asia data center footprint (including China)
- Global IP network
- Cloud and Managed Services

For more information, please contact the Telstra Channel Team at **partners@team.telstra.com**

Telstra is Australia's leading telecommunications and information services company providing top-tier international customers with holistic and end-to-end solutions including managed network services, global connectivity, data, voice, satellite solutions, collaboration and cloud. We have licenses internationally and facilitate access to more than 2,000 PoPs in 230 countries and territories.

TELSTRA

www.telstraglobal.com

Telarus partners can deliver enterprise-grade cloud business communications solutions to their customers as they migrate away from antiquated legacy on-premises systems."

RingCentral will participate at the Telarus Partner Summit on June 21-23, 2016, in Park City, Utah.

INTELISYS KICKS OFF INTERNATIONAL EXPANSION

Intelisys Communications has secured the services of European telecom channel veteran Stephen Hackett in a move that solidifies its entry into the international market. Intelisys is on-boarding new partners to offer telecom, connectivity and cloud services to business customers around the globe, with dedicated international support in the UK.

"Cloud has made the world flat again," said Ernie Ortega, chief revenue officer for Colt, an international Intelisys supplier partner that provides network and communications services to businesses across Europe, Asia and North America. "We feel very positive about Intelisys expanding its successful sales partner model internationally, and we recognize twofold opportunities: firstly, to continue to enable the U.S. enterprises to expand their reach outside the borders of the United States, and secondly to gain access to a brand new European sales partner community who can help their customers wanting to procure both local services and international services, including back in the United States."

"We at Intelisys pride ourselves on supporting the top producers in the industry," said Dana Topping, Intelisys co-owner. "We owe it to those future sales partners in the UK to have a local presence that embodies the Intelisys DNA and commitment to the channel but also clearly understands the uniqueness of that market. Identifying Stephen as the right person to undertake this exciting challenge was the most important first step."

Hackett is a 15-year telecom industry veteran based in the UK, with extensive experience crafting and implementing compelling partner-facing strategies for development of industry programs via indirect sales channels. He most recently served as channel sales manager for NFON, Europe's leading provider of cloud telecommunications services. Additionally, he has held senior roles with Gamma Business Communications, Orange Business Services, Level 3 Communications and Telstra Europe.

ANPI RESIDENTIAL VOIP AVAILABLE FOR RESELL

ANPI announced that its Wholesale Residential Service, homeXtend, is now available as part of its Private Label UCaaS Package. ANPI's homeXtend allows carriers currently selling UCaaS to businesses to bring VoIP service to their customers' homes via a fully integrated and turnkey solution. In other words, carriers can immediately add customers without spending time and money developing, deploying and maintaining their own product, says ANPI.

The new service will be available in two packages, both of which take full advantage of cloud-based technology and give local carriers the ability to sell outside their current territories. Residential Standard includes unlimited local, long distance and international calling to 22 countries, as well as voicemail and advanced calling features. Residential Select includes those same services and features, plus a mobile app available on Android and iOS.

ANPI's Atlas software allows carriers to sell and manage residential customers out-of-the-box, says the company. Atlas helps deploy the residential solution with order, customer and provisioning management.

An online interface provides visibility into a customer's account and activity in real-time. Alternatively, ANPI offers a comprehensive open API interface for homeXtend partners wanting a tighter integration to their existing internal systems for ordering, provisioning and customer management.

"Residential VoIP service has been one of the most requested products," said Dave Manfredo, ANPI vice president of carrier sales. "We are thrilled to offer a solution that can integrate seamlessly into a partner's existing product portfolio and customer management systems."

GLOBAL CAPACITY UPDATES SERVICE LIFECYCLE MANAGER

Global Capacity has updated its service lifecycle manager software, purpose-built to simplify the design of multi-site architectures. The new Connect Marketplace empowers customers to quickly identify, price and order network connectivity, all from one view with more intelligence and less risk.

Connect Marketplace provides carriers, service providers and system integrators the visibility to fully understand and analyze available data connectivity services by location, said the company. In turn, better visibility means a better way to plan customer network connectivity, thereby maximizing revenue. Customers can now design purpose-built networks for applications such as voice, video, cloud, storage and retail point of sale with real-time requirement modeling to identify optimal network price and performance. Service options modeled in the initial release include network cost, service technologies, latency, contract term and preferred interconnection points.

With Connect Marketplace, RFP processes become obsolete, said Global Capacity, replaced by online dynamic entry of enterprise requests and real-time results for informed buying, while intelligent location uploads with mapping delivers transparent views of available services by location in seconds. Filter results are based on unique service requirements such as speed, interconnection points, technologies and contract term in real-time.

Join the Nextiva Partner Program and earn monthly residual income by selling our cloud-based unified communications solutions. It's great for telecom agents, managed services providers, and VARs. And the sky's the limit for your earning potential!

NEXTIVA.COM/PARTNERS

nextiva

"One Marketplace plays a critical role in next-generation WAN delivery by providing visibility into the right connectivity for the right applications at the right price at each location," said Cornelia Pool, chief digital officer of Global Capacity.

COLT NAMES KOPP TO LEAD CHANNEL

Colt Technology Services announced the appointment of Mike Kopp to the role of vice president, channel sales. Kopp joined Colt at the end of 2015 and will be a key member of the U.S. leadership team, said the company.

In his role at Colt, Kopp will be responsible for the development of Colt's channel strategy, including managing partner relationships, driving adoption of company channel programs, and driving sales growth through relationships with partners throughout the U.S. He brings more than two decades of telecommunications and channel management experience to this role, most recently at Cogent Communications, where he was responsible for introducing and building the channel program there.

"We are thrilled that Mike is leading our channel team," said Ernie Ortega, Colt's chief revenue officer. "His track record of building channel programs and his understanding of the indirect business as well as his relationships with key partners will be invaluable as we execute on the channel strategy and drive the level of success that we envision."

"Colt has a strong value proposition to support multinational enterprise customers," said Kopp. "We offer a full portfolio of products and services and a support infrastructure that really differentiates Colt in the marketplace. I'm really looking forward to working with our partners to demonstrate that differentiation and drive more business."

CNSG TO OFFER PGi CLOUD COLLABORATION SOLUTIONS

PGi announced a new strategic alliance with master agency Converged Network Services Group (CNSG). Through this agreement, CNSG now will have access to the entire PGi collaboration portfolio including PGi's audio conferencing, web and video conferencing, event conferencing, webcasting and unified communications solutions. With a SaaS-based delivery model, PGi will handle customer implementation, support, co-marketing and engagement programs.

"Working with PGi means CNSG partners have access to industry-leading audio, video and web conferencing solutions and support resources," said Randy Friedberg, vice president of business development at CNSG. "In order to navigate the complex demands of the collaboration market, it is imperative to align with a proven solution provider like PGi."

"PGi's audio, video and web collaboration solutions will drive new revenue streams for CNSG agents as they, in turn, provide greater value for their customers," added Ralph Hawkins, senior vice president, PGi Partner Channel. "With competitive pricing, detailed implementation services and a responsive team, PGi looks forward to growing our relationship with CNSG in 2016 and beyond."

LUMOS JOINS EQUINIX CLOUD EXCHANGE

Lumos Networks, a fiber-based infrastructure provider in the mid-Atlantic region, announced it has joined the Equinix Cloud Exchange, an interconnection solution that provides direct, private access to multiple cloud service providers. As a member, Lumos Networks provides Ethernet access to the exchange, where customers can connect with a wide array of cloud service providers.

The Lumos Networks connectivity provides a high-speed, secure, carrier-class alternative to the public Internet to access the exchange, said the company. In addition to the Cloud Exchange, Lumos connects to two Equinix data center facilities in Ashburn, Va., (21715 Filigree Court and 44470 Chilum Place).

"Businesses need robust, predictable connectivity to the Equinix Cloud Exchange so they can deploy cloud environments that deliver the benefits they expect," said Bill Long, Equinix vice president of interconnection solutions. "Enterprises cannot afford for their access to cloud resources to be put at risk by public Internet latency and congestion. High-performance network access to the cloud is a must-have for cloud success."

"By joining the Equinix Cloud Exchange, we're helping enterprises expedite and improve their cloud deployments by giving them industrial-strength access to an impressive range of cloud service providers," said Tim Biltz, president and CEO of Lumos Networks. "Customers can reach providers on the Equinix Cloud Exchange with the kind of throughput and latency they need to keep the response time, user experience and security of cloud services that these mission-critical applications demand."

U.S. BUSINESS FIBER PENETRATION NEARS 50%

The U.S. fiber gap continued to narrow in 2015 as business fiber penetration in commercial buildings grew to 46.2 percent, according to latest research from Vertical Systems Group. This benchmark figure quantifies fiber-connected multi-tenant and company-owned buildings in the U.S. with 20 or more employees, which equates to more than 2 million individual business establishments.

Fiber penetration increased in 2015 as network operators targeted greenfield metro areas and mid-size multi-tenant buildings for new installations, said Rosemary Cochran,

PBXACT UC
UNIFIED COMMUNICATIONS

It's Easy for Businesses to Stay in Touch with PBXact

PBXact brings all the features and functions required by demanding businesses wrapped up in an easy-to-use, flexible package. It supports businesses to implement Unified Communications system to address their unique requirements. Simplify operation and management with a professional feature set and tools – Get the ideal solution for all your communication needs.

PBXact – The Complete Solution

PBXact UC is built on the power of FreePBX, the world's most popular IP business communication system with over 2 million active installations and a vibrant ecosystem of resellers, integrators and developers.

PBXact is a truly scalable, feature rich and flexible platform. Combining this versatility with Sangoma's range of IP Phones, VoIP Gateways, Session Border Controllers and expansion cards means a complete solution from a single vendor. The reassurance that it will "just work" because Sangoma designed it that way to work together means that you can continue to run your business and not worry about the communication at all.

On-Premise or in the Cloud: Choose the right fit for your business.

PBXact 10
Supports up to 10 users or endpoints and 5 simultaneous calls.

PBXact 60
Supports up to 75 users or endpoints and 30 simultaneous calls.

PBXact 100
Supports up to 100 users or endpoints and 30 simultaneous calls.

PBXact 300
Supports up to 300 users or endpoints and 120 simultaneous calls.

PBXact 1000
Supports up to 1000 users or endpoints and 300 simultaneous calls.

PBXact Cloud Service
PBXact UCC uses the same software as on-premise appliances, but in the cloud.

Sangoma VoIP Phones Feature Zero Touch Installation

Sangoma phones are so smart they are quickly and easily connected right out of the box.

Designed for FreePBX and PBXact, Sangoma phones feature Plug and Play deployment; native VPN for secure connections; phone and user management from the PBX control panel; and soft key functions like call flow management, queue management, presence, etc.

empowered by SANGOMA

Be Empowered - Join the Sangoma Partner Program

Provide your customers with outstanding VoIP and Unified Communications quality products that deliver industry-leading value. To Become a Partner visit: http://sangoma.com/partner-program

Discover all the features PBXact has to offer at:
http://www2.sangoma.com/pbxact-cv

Sangoma.com © 2016 Sangoma Technologies - Every effort has been made to ensure accuracy of this document. Due to ongoing improvements and revisions, Sangoma reserves the right to make changes without notice.

SANGOMA TECHNOLOGIES

principal at Vertical Systems Group. Fiber access to network services is additionally being pre-built into nearly every new commercial building across the U.S."

"Business customers want ready accessibility to fiber-based services for the capacity and scalability necessary to future-proof their networks," said Cochran. "Consequently, a top competitive differentiator for both wholesale and retail service providers is the geographic reach of their on-net fiber footprints."

CONSOLE GEARS UP FOR JUNE LAUNCH

Global wholesale carrier and partner to leading Internet exchange points, IX Reach has changed its name to Console Network Solutions. It will launch its new platform in June 2016, though select customers are active on the platform today.

With Console, companies can bypass the public Internet and directly connect to business-critical cloud services, such as Amazon Web Services, Microsoft Azure and Google Cloud Platform. In addition, the Console platform enables direct connections with a variety of other cloud service providers, enterprises and networks. Services accessible via the Console platform offer highly reliable, private and flexible direct connections that avoid the associated risks of sending data over the public Internet. The Console platform extracts all of the Layer 2 and Layer 3 configuration complexity for the enterprise to connect its network privately and directly to others.

Building on its continued rapid growth in the the U.S., Canada, Europe, Asia and the Middle East, the innovative Console platform is available across the company's global footprint, which consists of more than 160 global points of presence.

LEVEL 3 EXPANDS VOICE COMPLETE TO WESTERN EUROPE

Level 3 Communications has expanded the Voice Complete enterprise communications solution to select countries in Western Europe.

Voice Complete is a global communications solution that leverages Level 3's IP network to provide SIP trunking and native PRI-ISDN. The solution supports hybrid customer environments and gives customers the ability to transition old equipment to an IP-based voice solution. It also delivers emergency services, built-in failover protection and single vendor management, and is available in the United States, Germany, the United Kingdom, France, the Netherlands and Belgium.

"Level 3's Voice Complete is a comprehensive, global communications solution enabling large enterprises to implement SIP-based services to integrate their voice communications and business applications to improve performance, enhance reliability and allow collaboration among its employees and customers," said Mike Sapien, principal analyst, Ovum Enterprise Services. "Voice Complete includes communications management using a single contract, customer portal, feature set and the appropriate SLAs. Based on Level 3's strong, successful experience in the U.S. with this service, this solution offers European enterprises a flexible, dynamic and cost-effective IP platform for business communications."

CDI PARTNERS WITH ESENTIRE TO SERVE MID-MARKET

Computer Design & Integration has executed a strategic partnership agreement with eSentire, an industry-leading provider of managed security services. This partnership is designed to enhance CDI LLC's capabilities around IT security, while adding to its Professional and Managed Services portfolio of offerings.

Through this partnership, CDI LLC customers will have access to an advanced cybersecurity program that is fully managed and focused on addressing the attacks that target the mid-market. eSentire delivers next-gen technology solutions that are based on the strength of an elite security team, with a white-glove, hands-on embedded incident response approach.

"IT security and threat detection/remediation is top-of-mind for CDI's customers, and this partnership is a seamless way to add IT security to our service portfolio," said Ben Salomon, director of sales, CDI LLC. "eSentire is prevalent in financial services and quickly gaining ground in other industries, such as legal, biopharmaceuticals and healthcare."

"Mid-sized enterprise is the fastest-growing target and victim when it comes to cyberattacks," said Mark Adams, vice president of corporate development, eSentire. "At eSentire we're committed to ensuring small to mid-sized organizations are able to adopt comparable security best practices, like those utilized by their peers."

CLARUS JOINS CLOUDROUTE PARTNER PROGRAM

CloudRoute, an Authorized Microsoft Cloud Solution Provider (CSP), announced a new strategic partnership with St. Louis-based master agent Clarus Communications. The partnership provides Clarus with Microsoft cloud-based products, solutions and infrastructure, which includes voice services, Skype for Business, enterprise mobility and disaster recovery.

"Our customers are demanding Microsoft cloud-based solutions like Office 365. This partnership gives us the opportunity to map the right business solutions to each of our customer's needs," said Chris Torbit, Principal of Clarus Communications. "Partnering with CloudRoute allows us to deliver scalable cloud technology solutions and ensure enterprise support and services for our customers and partners."

Conferencing Unified Communications Webcasting

Selling is rarely easy. To get great results, the right Partner can be a lifesaver. PGi is committed to supplying its Partners with award-winning, fully-integrated, cloud-based collaboration solutions that are easy to sell and implement. We also lead the market with simple bundled pricing models, dedicated solutions engineers, comprehensive marketing resources, partner support and implementation. Partner with PGi to energize your profits.

PGi

Your Partner in Collaboration

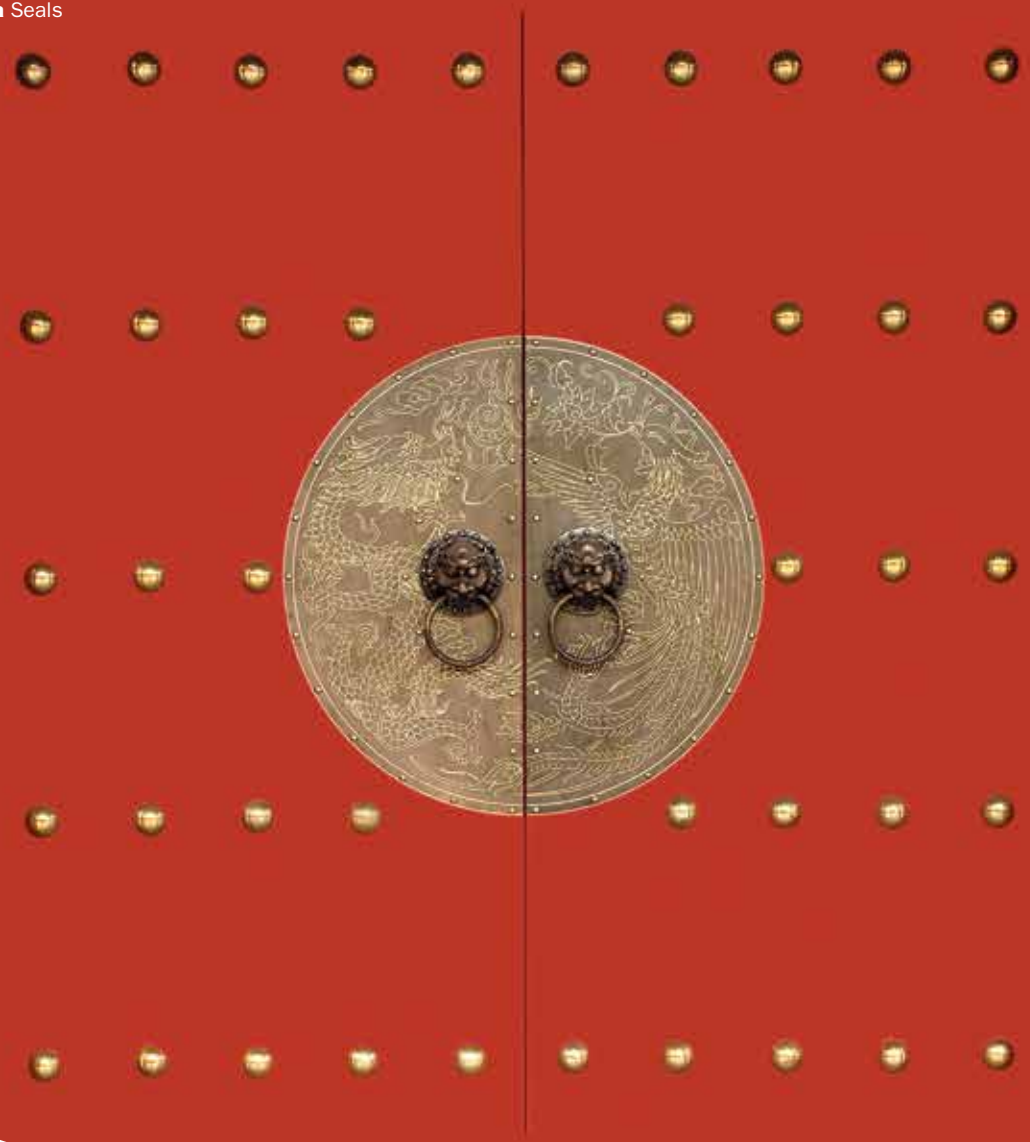
iMeet™ iMeetLive™ iMeetCentral™ iMeetAgenday™ iMeetVRC™ iMeetSalesAccelerator™

GlobalMeet™ GlobalMeet™ AUDIO GlobalMeet™ WEBINAR GlobalMeet™ AUDIO FOR SKYPE FOR BUSINESS

Eyes to the East

Opportunities in Asia Grow for Partners

By **Tara** Seals

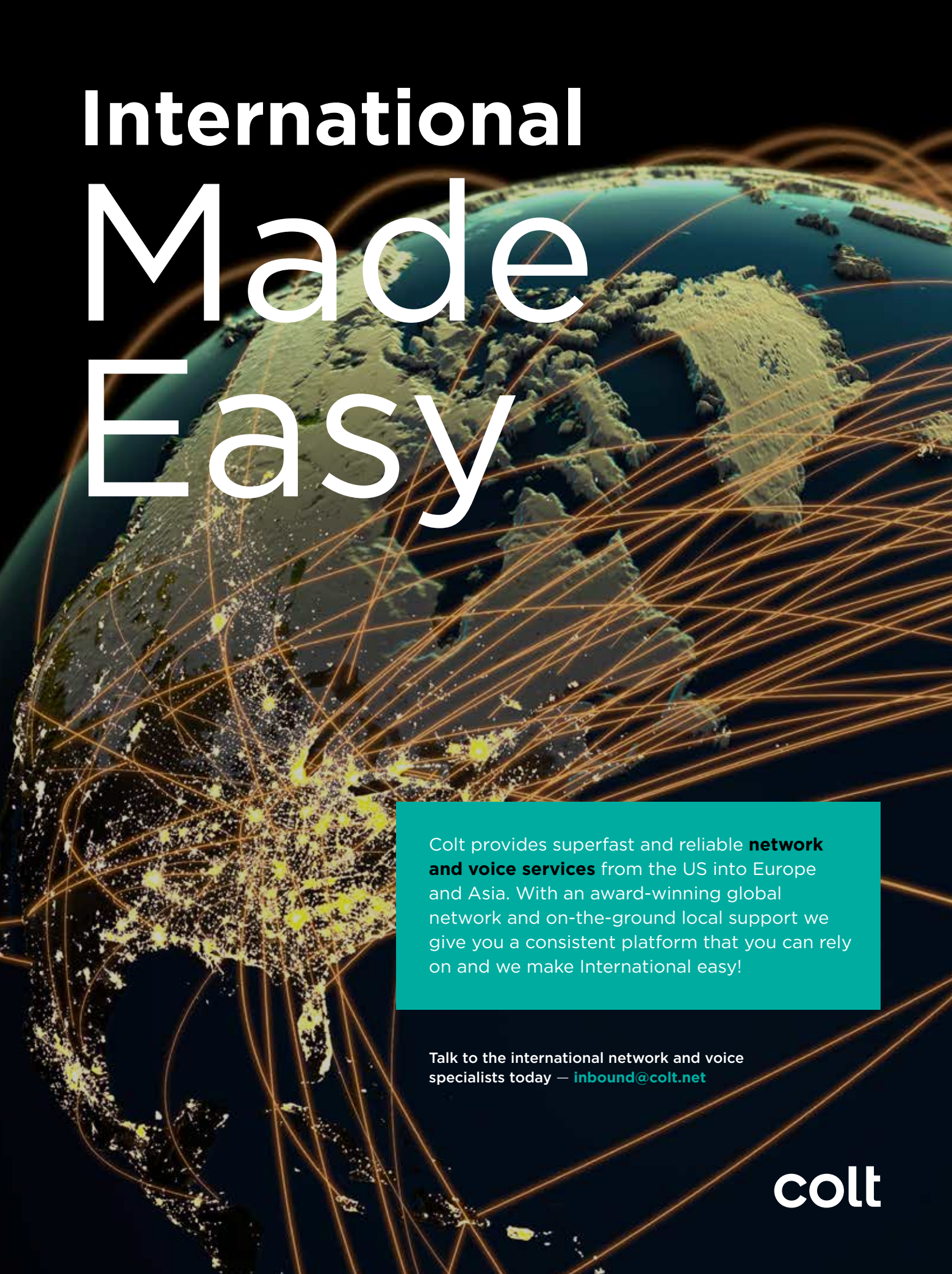


Asia-Pacific has long been known as a growth market for communications, but heading East has traditionally been easier said than done for channel partners. A mix of cultural differences, language barriers and a dearth of conduits to selling there has hamstrung U.S. partners from tapping the opportunities. That's however starting to change, especially in the unified communications space, where companies are actively looking for U.S. channel partners to strengthen their cross-Pacific ties.

When it comes to what's hot in Asia, there are two primary buckets of services that channel partners can offer their multinational clients: Data center/MPLS/IP VPN services; and unified communications.

On the data center front, Technavio anticipates the data center market in the region to grow at an impressive CAGR of approximately 20 percent between now and 2020.

Factors such as the growing adoption of cloud-based services, big data analytics and Internet-of-Things (IoT) will aid in the growth of this market, the firm noted. Digitalization has enabled several organizations to adopt cloud-based services for their businesses. By 2020, more than 50 percent of SMEs in the region are expected to operate their businesses by adopting cloud offer-


International
Made
Easy
Colt provides superfast and reliable **network and voice services** from the US into Europe and Asia. With an award-winning global network and on-the-ground local support we give you a consistent platform that you can rely on and we make International easy!
Talk to the international network and voice specialists today — inbound@colt.net
colt

ings from major communications service providers in the market. This growing preference for digitalization will spur the adoption of cloud-based services, which in turn will necessitate the utilization of data center services and high-speed connectivity.

Meanwhile, the unified communications market size is forecast to reach a healthy $96 billion by 2023, according to Global Market Insights. While the developed markets of the U.S. and Europe will continue witnessing steady demand, the market will largely be driven by Asia Pacific. The region's market share is expected to reach more than 29 percent by 2023. Growing emphasis on cost cutting as well as demand for collaboration is expected to drive regional demand over the next seven years, according to GMI.

Steady proliferation of hosted products will be one of the key unified communications market trends, with more than $14 billion in revenue last year forecasted to grow to $49 billion by 2023. And GMI also noted that enterprises accounted for more than 60 percent of the UC market share in 2015. This can be primarily attributed to rising adoption of video conferencing and web-based collaboration.

In other words, there's a clear and growing opportunity for channel partners in the region.

SUPPLIERS HELP PARTNERS HEADING EAST

One of the suppliers looking to channel partners to help it grow in Asia is Telstra, whose acquisition of Pacnet has allowed it to tap the connections between the United States and China to support U.S.-based multinationals in that region, especially through Pacnet Business Services (PBS), which has been operating in China since 2008.

China is the fastest-growing emerging market in the world and offers vast prospects for expanding businesses. Over the past 25 years, China has experienced big changes. It has transformed from a market with a limited private sector into the manufacturing base of the world. This has opened the doors for vast opportunities for businesses across the nation in all major sectors including energy, technology, engineering, healthcare and finance.

"If your clients are not already doing business in China, they most certainly are considering how to – and there is opportunity for channel partners to support them on that journey," the company noted.

Through PBS, Telstra offers IP VPN across 23 provinces, data center services in six cities and Internet services in 10. It has an established network of 25 points of presence in mainland China, located in 20 cities and covering major IT hubs.

Telstra's partner program is based on in-region support to help channel partners navigate the complex nuances of Asia, with support personnel on the ground that understand the local markets, culture and complex local processes. California-based master agency Intelisys was one of the first to add Pacnet services to its Supplier Partner program. Intelisys sub-agents can sell Pacnet's data center, MPLS, Ethernet private line, IP transit, dedicated Internet access and content delivery network services throughout the Asia-Pacific region, including China, Australia and India.

"The Asia-Pacific region has seen explosive growth over the past several years, and more and more US-

Top 10 UC Trends in Asia-Pac

According to Frost & Sullivan, the UC industry in the Asia-Pacific region is nicely balanced, with newer fast-growing segments and older, consolidating sub-markets.

"We also expect service providers to form alliances or acquire companies, such as channel partners or small emerging solution vendors, to increase their reach and offering," said Shailendra Soni, industry principal for ICT at Frost & Sullivan Asia-Pacific.

According to the report, the top 10 UC trends in Asia-Pacific through 2015 will be:

1. UC on-premises market to migrate to UCaaS – UC on-premises customers, particularly large enterprises, will migrate to UCaaS at a fast pace. The flexibility of deployment from on-premises to hybrid to cloud will put UCaaS solutions ahead of UC on-premises solutions.
2. Third-party vendors will play a pivotal role – As the UC industry is expected to move to the cloud, third-party vendors will increasingly provide solutions that enable integration and growth for the UCaaS market.
3. UC R&D investment to decline – UC investment on R&D is expected to decrease, forcing UC vendors to pick and choose specific UC segments for R&D investment.
4. Mid-market is a new green field – Vendors will strengthen their GTM for the mid-market leading to higher growth in this segment. Vendors' focus will move from just recruiting to recruiting and sustaining channel partners.
5. Video conferencing – Will continue to move from the conference rooms to desktops, and from hardware to software solution. WebRTC will see growth in the SMB and education sectors.
6. Google's 'Apps for Work' and Microsoft's 'Skype for Business' will further disrupt the UC market – Microsoft will be more aggressive with Office 365 and Skype for Business, and increase its penetration in large and mid-sized enterprises. Google's 'Apps for Work' has entered enterprises in Asia-Pacific, especially in the education sector and will break into mid-sized and small enterprises.
7. Wearables will continue to enter the enterprise – Smartwatches might monitor employee activity, manage schedules and help to push notifications and communications to customers. Wearables are also expected to popularize the use of 'speech to text'.
8. Communications will continue to drift away from the desktop – Asia-Pacific is rapidly catching up with the trend of working from remote locations, from home, and while in transit. Many offices will migrate away from fixed desks, reducing the need for hard endpoints and boosting sales of softphones, and UC and mobile clients. As a result, IP phones and digital phone sales will decline.
9. Headset sales to go up – Softphones, and UC and mobile clients will see accelerated adoption. In addition, 'Skype for Business' will create a strong business proposition for the enterprise headset market. As a result, market leaders, such as Plantronics and Jabra, will experience high growth in enterprise headset products. Wireless headsets will have faster growth than wired as employee usage moves from one device to many devices.
10. Resurgence in hosted telephony market – Service providers will attack the hosted telephony market with new offerings and with new vigour, as telecommunications infrastructure across the Asia-Pacific region is expected to continue improving in the future. Enterprises will adopt hosted telephony as a part of UCaaS solutions, or as a part of their future roadmap in UCaaS adoption.

based companies are either looking to expand their current operations in the region or create new operations – particularly in China and India," said Cardi Prinzi, head of enterprise sales for the Americas for Telstra. "We have seen from experience that agents' customers may be utilizing providers that do not extend services to Asia, so Pacnet can help them provide additional services for expansion and have a platform to address new opportunities."

That's a message that resonates as master agents move up-market to tap larger enterprises, many of whom are looking to expand globally. Jay Bradley, president of Intelisys, added, "Demand for international services continues to grow and [we have a] commitment to support our partners with customer opportunities in Asia."

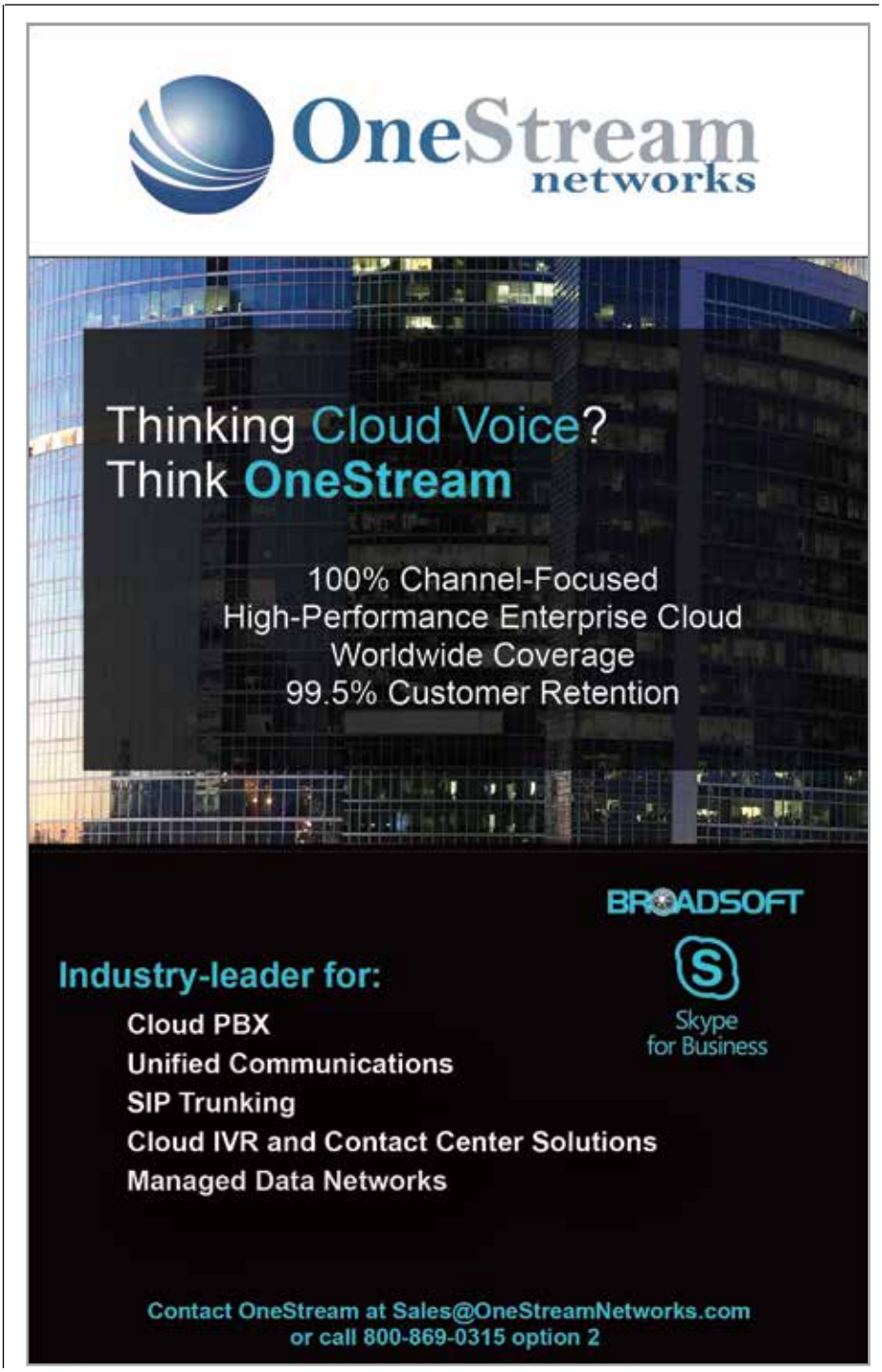
Telstra's recent success with U.S. partners in China include a large data contract for an advertising customer that delivered a $20,700 monthly recurring commission to the channel partner; a manufacturing customer that needed an Ethernet private line between Taiwan, Shanghai and the U.S. (a $30,600 MRC); and a couple of global MPLS wins with a logistics customer and a software customer – resulting in $178,000 MRC and $27,000 MRC, respectively.

"We are helping partners to expand their conversations and drive new revenue streams within their existing account base through international," said Jason Kitzmiller, vice president of channel sales. "My team is ready to help you do the same – we are your expert resource for doing business in Asia – and particularly in China."

NTT Communications (NTT Com) has also set its sights on U.S. channel partners, especially given the dramatic growth in the UCaaS market in the Asia-Pacific region. The company sees a key trend being businesses making the switch to IP communications in order to reduce their cost of international calls. This is particularly the case in industry verticals with highly mobile workforces such as in professional services, logistics, travel and hospitality, transportation, entertainment and retail sectors.

Last fall, NTT America said that its new Global Solutions Channel Partner Program had surpassed initial expectations by achieving 60 percent of the company's total goal for secured channel partnerships ahead of schedule. So far, NTT America has signed nine master agents from all regions of the country, including Sandler Partners, PlanetOne Comunications, TBI, Presidio, WTG and others. It has a goal of reaching 15 total, all of which is aimed at signing enterprises and mid-market organizations looking to expand their operations globally.

"NTT Com's global reputation and international service offerings were among the primary reasons that Sandler Partners became one of the first distribution partners to join NTT America's Global Solution Channel Partner Program," said Alan Sandler, founder and managing partner, Sandler Partners. "So far, the NTT America team has shown extraordinary flexibility and support in matching and engineering their services to client needs. We are looking forward to an ongoing successful partnership."



Unlicensed Spectrum Open the Door to Resellers

By **Tara** Seals

Faced with the scarcity, cost and difficult propagation characteristics of the remaining greenfield licensed spectrum, one of the first steps in achieving a next-gen wireless network vision that can stand up to the growing thirst for rich content will likely be the use of unlicensed LTE approaches.

LTE-U, as it's known, will allow operators to extend and enhance their LTE coverage and network performance – but it also paves the way for higher-margin MVNO services that could reinvigorate the global wireless resale market.

Unlicensed LTE approaches typically aggregate Wi-Fi and unlicensed spectrum in order to get the maximum benefit out of Wi-Fi's heightened bandwidth throughput – while leveraging LTE links for signal control and management.

One approach is now under development by 3GPP for standardization in Release 13 – to be known as License-Assisted Access (LAA). That standard is expected to be finalized this summer. Heavy hitters such as Verizon and Qualcomm are embracing the approach.

It works like this: The LTE control channels, and primary uplink/downlink channels, are handled in the licensed bands, using LTE-A Carrier Aggregation (CA) to do channel bonding between the licensed and unlicensed downlinks, and possibly the uplinks in follow-on iterations. The purpose of the unlicensed bands is to provide additional data plane performance – a data plane boost, in effect.

To minimize interference, it has a "listen before talk" (LBT) mechanism, which is the same approach that Wi-Fi uses to share the unlicensed spectrum with other Wi-Fi systems.

"LTE in unlicensed spectrum will be an important part of the network densification initiatives to increase network capacity, using small cells that support LTE in 5GHz," said Adam Koeppe, vice president of network technology planning at Verizon. "LTE in unlicensed spectrum also offers an evolutionary path based on specifications being developed in global standards groups (3GPP), to continuously enhance the capabilities of LTE in unlicensed spectrum. For example, a future 3GPP release (3GPP Release 14) will allow uplink operation using 5GHz."

While LAA does have LBT involved, there are still concerns from other stakeholders when it comes to interference. With LAA, LTE is operating in both the licensed bands and within the same spectrum that Wi-Fi uses – so there are two signals in the same band, and therefore the potential for coexistence problems.

To address this, Verizon and all other LTE-U Forum members are collaborating with the Wi-Fi Alliance (WFA) in the development of a very comprehensive coexistence test plan geared toward the lab validation of coexistence with Wi-Fi. But, there is also another technology approach that could save the day.

Licensed Wi-Fi Access, or LWA, is also on track to have a final iteration in the 3GPP Release 13 spec.

As its name would suggest, LWA represents true LTE-Wi-Fi convergence. With LWA, Wi-Fi runs in the unlicensed bands and LTE runs in the licensed bands, and the two radio technologies are combined to offer a compelling user experience. The control channel for the traffic remains in an LTE uplink. Meanwhile, on the downlink, operators get a significant speed boost from using Wi-Fi for transmission.

From a more technical standpoint, LWA tunnels LTE traffic in the 802.11 MAC frame, so it will look like Wi-Fi to another network, even though it is carrying LTE data.

It also eliminates interference worries, because with LWA, LTE is aggregated only in the licensed bands, leaving Wi-Fi the master of its domain.

Cable operators and others that have extensive Wi-Fi holdings could be in the catbird seat with this one, either because of the opportunity for leasing their footprints to wireless carriers or by enabling new entrants on an MVNO basis. They could leverage their footprints themselves as well, working with LTE providers for the signaling and management piece but maintaining their own last-mile footprint themselves. In theory this could radically lower the economic barrier to entry to get into wireless resale – a notoriously low-margin business in a white label or pure-play resale iteration.

Both of these existing unlicensed LTE approaches require anchor spectrum; in other words, operators still need a licensed band to handle signaling, while the unlicensed spectrum is used to boost capacity. But a new approach called MulteFire proposes a standalone LTE-based technology for small cells that would allow anyone, even those without any licensed spectrum, to build an LTE network.

This means that cable MSOs and others could use MulteFire as a path to creating their own large-scale networks, with the aim of either providing add-on retail service to the triple play or for business customers, or becoming neutral host providers. That neutral wholesale environment can augment wireless network operator environments by providing enterprise penetration, and spawn a new kind of MVNO opportunity. Because MulteFire is a variant of LTE, synching up for roaming agreements presents limited technical obstacles.

Have you exhausted all your options for Carrier Partnership?

Wave offers over 6,500 route miles of fiber with over 3,000 buildings throughout the West Coast.

Our new Channel Partner program offers the access you need to make the most of your opportunities.

Expand your options with Wave.

Request a quote:
425-896-1800
agentquotes@wavebroadband.com

wave wholesale

PTC CORNER

Connection is the New Currency

By **Tony** Bishop

Today's digital disruption is impacting business in ways not seen since the rise of the Internet.

More and more companies are leveraging social, mobile, analytics and cloud (SMAC) to transform into digital businesses. In fact, according to IDC, by 2020, 60 to 70 percent of all software, services and technology spending will be cloud-based.

It's clear we are well into the "interconnected era:" a time when business models are interdependent and companies forge advantage by collaborating in communities with other enterprises and service providers via secure, reliable and internetworked connections. Without interconnection, enterprises, cloud services providers and network service providers can't tap into the rich opportunities for growth and innovation the cloud presents.

Defined simply, modern interconnection establishes direct and secure, physical or virtual connections between an enterprise and its partners, customers and employees. Among the chief benefits of interconnection are higher application and network performance, which is critical to mobile, the Internet of Things, cloud services and content delivery.

Take, for instance, BlueJeans, an up-and-coming player in the cloud-based video platform space. The company has hosted participants from 12,000 cities in 200 countries on seven continents and is on a billion-meeting-minutes-per-year pace with 25 million overall participants. Simplicity, reliability, scalability, security and flawless connectivity are just some of what a company in this space must deliver to satisfy global customers.

Up until now, however, solution providers such as BlueJeans often needed to rely on the Internet to determine optimal network routes, with less than optimal results.

But interconnection, it turns out, solves problems. By connecting directly, securely and in close proximity to cloud providers and markets, BlueJeans is able to deliver the enterprise-grade video its customers expect.

Sounds simple, right? But delivering interconnection at the speed, security and performance that users today expect actually takes a radically different approach to IT. Companies need to evolve the traditional data center model, which sees IT as centralized and siloed, to a new model where IT is distributed and internetworked, capable of interconnecting dispersed people, locations, data and the cloud.

First, organizations must bring physical worlds together via direct, short-range connections. Shortening the distance between customers is the only way to speed connections and lower latency. For industries such as finance, gaming and security, the ability to trim latency by milliseconds is invaluable. And the argument for bringing data and apps closer to end users, enabling critical data and analytics housing at the point of data creation, while locking down data transit within a single ecosystem, makes even more sense when you toss in compliance and security, privacy and data residency requirements.

Private-line connections between partner companies also can be improved by proximate connections enabled by a colocation provider, rather than depending on connection through a company's pre-selected network carrier. Such direct interconnectivity enables enterprises to react in real time, adapt quickly to change and leverage digital ecosystems to create new value and growth. It's also important to keep in mind that these direct connections aren't limited to offices, mobile and home workers, but include connections to resources such as cloud, suppliers and customers.

Additionally, an organization's IT architecture must be agile enough to get close to users at the edge of the corporate network, rather than fixed at a single geographical location. Cloud providers, content-offering cable TV providers and large industrial companies (GE is an example) are realizing this, and for that reason, the edge computing model will become increasingly common.

The reasons interconnection is needed are broad, ranging from something as complex as directing data traffic to the simple need for better human-to-human interaction. From a people-perspective, poor and inconsistent user experiences are absolute brand loyalty and revenue killers. Yet most end-user connectivity architectures are fragmented, exposed (from a security standpoint) and scale-resistant. Consumer demand for rich, fast, consistent and secure content engagement is growing faster than legacy architectures can support it.

Fortunately, this is the sweet spot of Equinix and enabling an Interconnection Oriented Architecture (IOA).

Equinix launched in 1998 when there was no such thing as the Internet of Things, SMAC, high performance computing or the cloud. But fast forward 18 years and Platform Equinix is now recognized as the onramp for workloads on their way to the cloud. IOA is the blueprint for how organizations can meet user demands for interconnection anytime, anywhere and on any device.

The 30,000-foot description of IOA is this: it's a proven and repeatable model for becoming an interconnected enterprise, capable of connecting people, locations, clouds and data in real time. Enterprises can react quickly to change and leverage digital ecosystems to create new value and growth.

Equinix has been about interconnection since its first days, when it was founded to give the network carriers that formed the early Internet a place to exchange traffic and grow. The IOA continues the long Equinix tradition of interconnection leadership.

Tony Bishop is vice president, global vertical strategy and marketing at Equinix

Operational Support Systems

KADENCE

KADENCE Circuit Management (KCM) drives profitability by optimizing the management of special circuits, trouble tickets and inside plant equipment.

ADVANTAGES OF KCM

- Customizable Workflows
- Manage SLAs via NMS
- Maintentance Notifications
- Create & Track Trouble Tickets
- Contract Management
- Network Discovery via Integration

TROUBLE TICKET

NEW PRODUCT RELEASE!

KADENCE Ticketing System (KTS) enables service providers to execute customer retention strategies and deliver preferential customer support by benchmarking KPIs and managing ticket lifecycles.

Open ticket by customer, circuit or equipment.
Management dashboard + web portal.
Establish processes with customizable workflows.

Schedule a demo to learn more! 866-877-4373 or gokadence.com

Think Global, Act Local

Colt Technology Makes a Big Play for the U.S. Multinational Market

By **Tara** Seals

As channel partners move upmarket and diversify from the traditional base of dentist offices and burger franchises, they're increasingly finding themselves with opportunities to sell international connectivity. Enterprises and mid-tier companies alike are looking to establish offices and locations overseas – and it's an opportunity that Colt Technology Services has leapt into with a big channel push in the U.S.

Colt VP of channel sales Mike Kopp

Since its founding in 1992 as City of London Telecommunications (COLT, since rebranded to Colt), the company steadily has grown by acquisition into a multinational telecom carrier, offering voice, data, hosting and managed services in 13 countries in Europe. The 2014 acquisition of KVH also gave it a footprint in Asia-Pacific, especially in the key markets of Tokyo, Singapore, Hong Kong and Seoul.

After a stint as a public company, it became private again last year when Fidelity bought it in August. And Carl Grivner, the former CEO of Pacnet as well as XO Communications, became the company's CEO last September. But besides the high-level restructuring, the company has doubled down on its channel partner strategy in the U.S.

A HIGH-TOUCH APPROACH TO INTERNATIONAL

With established points of presence in Boston, the New York and Chicago areas and Los Angeles, Colt offers U.S. companies a streamlined way to establish on-net offices in other regions of the world. And one of the things that sets Colt apart is its unique ability to support multinational installations with in-region resources.

"That's particularly important in North America," said Patrick Ferretti, head of marketing for North America at Colt. "When we talk to U.S. headquartered companies, many of them have some scar tissue from previous international implementations. We have the ability to support them on a local basis, with teams that have institutional knowledge of the culture, heritage and how things get done in a certain market."

Mike Kopp, vice president of channel sales at Colt, pointed out that as opposed to the States, where the grid and infrastructure is less than 200 years old and processes are somewhat standardized for provisioning, Europe represents a hodgepodge of infrastructure and regulatory challenges that require feet on the street to get orders implemented and deployed properly. It's so complicated that many companies opt to have their satellite locations install their own, separate communications network, cut off from corporate resources. Colt's specialty is getting locations in disparate countries up and running on the corporate network, so that locations and workers can share resources, collaborate better and lower their overhead.

"That process is local, local, local, and we manage everything on the ground," Kopp explained. "When you send us an order for Frankfurt, that's going to a local person in Germany who knows how to get things done there. There's always some form that needs to be filled out, or some department to gain approval from. In America we love processes. And the process in Europe is that there is none. The fact is, you must be involved every step of the way; you can't trust an order to go from one place to the next place without manually watching it. And the steps you need to take differ from market to market, even within the same country. We bring the management of all of that to the table."

100% CHANNEL-FOCUSED

As far as enterprise business goes in the U.S., the indirect channel is Colt's only sales vertical, barring a handful of direct salespeople that sell to other carriers and very large enterprises.

"We are 100 percent hanging our hat on the channel community to drive sales," Kopp said. "And the partner community is moving towards selling international services. They increasingly have, say, a law firm that needs a location in Paris or London, or a retailer interested in expanding to Tokyo. Just recently we've started to see international panels at partner events. It's a new space for the partners, and the time is right for Colt to enter this market."

He added that this is helped along by the trend of larger enterprises turning to channel partners to help them make sense of the changing communications landscape.

"As networking becomes more complicated, their roles as trusted advisors are opening the doors to nice-sized accounts," Kopp said. "The cloud, for instance, scares the crap out of large enterprises, and the technology is moving faster than they can hire people to keep up with it. So VARs and agents are there to save the day. And as they move upmarket, they run into places that do need locations in London, Seoul or Rome."

Colt's high-touch service model extends to its channel strategy – and in fact forms its core.

"I've watched every deal come through the funnel and my channel managers are talking to the customer directly in every deal we do," he said. "We get right up in the opportunity to work it with our partner. We are not just passing pricing back and forth through the agent – it's a completely different sale. It's a technical sale, it's a comfort sale, and there are a lot of nuances about selling internationally. Customers don't ask for a lower price, let's put it that way."

Colt also has nine channel support people in place in the United States, which includes channel managers, partner support specialists devoted to problem-solving, and sales engineering. "We have a really good solid back office, if you will," said Kopp. "We're not just a quote shop."

Colt is the number two carrier behind the incumbent in all 13 European countries in which it offers service, and most incumbents aren't playing ball with the channel. However, the company, being relatively new to the U.S. scene, has one major challenge: a lack of brand recognition on this side of the pond.

"Colt's brand name isn't out there yet," he said. "When the partner community thinks of international opportunities, their first instinct might be to go with a Level 3 or a CenturyLink. But what they don't realize is that those carriers are going to hand off that order to either Colt or the incumbent anyway."

UNIQUE PRODUCTS

Beyond its management and back-office capabilities, the company is also differentiated on a product level – most notably when it comes to capital markets.

Harkening back to its roots in the City of London, one of the key verticals for Colt is financial services. It offers Colt PrizmNet, which is a secure, fully managed private extranet dedicated to capital markets, connecting more than 10,000 organizations worldwide and offering easy access to a wide range of content providers. Those include market data, research and other services.

"This is an initiative that's unique to us and differentiates our capabilities," Ferretti said. "And it's an opportunity to help the channel gain traction in that industry."

The company also has 24,000 lit buildings in Europe and a cornucopia of data centers. "Companies are moving to the cloud and that's a bit of a sweet spot for us," Kopp said. "All of that business that was sitting at the customer premises is being shifted, and we have data center bandwidth just waiting to be consumed. We are well-positioned as an enabler of that market shift."

Bottom line though, Colt's value proposition for end users and the channel alike is its supporting resources.

"When I wake up every morning and say, 'you've got to go sell your company today,' I realize that customers and partners conceive of what we do as a commodity," said Kopp. "No one likes to speak of themselves as selling a commoditized service, because it has a stigma. But many of us sell similar services, and a SIP trunk is a SIP trunk. What sets us apart is our program, our infrastructure, and the institutional and tribal knowledge of the people we have in key roles."

Unifying UC Demand

UCaaS expected to drive next adoption wave

By **Martin** Vilaboy

The need for unified communications is fairly ubiquitous. Across just about every vertical and SIC code organizations are faced with sprawling employees and devices, fast and agile competitors, empowered and demanding customers and a need to control cost, be it in real estate or telecom expenses. Tools that unify communications and facilitate collaboration specifically address all those issues.

Yet unified communications as a packaged service, despite its relative maturity, remains far less than universally adopted, particularly outside of larger enterprise accounts. A recent survey of more than 400 enterprise and SMB IT decision-makers, performed by UBM Tech for XO Communications, found that only one-third of organizations had fully embraced UC. On the other side of the spectrum, a separate survey performed by Osterman Research for ConnectSolutions found that about as many IT decision-makers (26 percent) and business decision makers (39 percent) are either "somewhat" or "very fearful" of migrating to UC. Nearly half of those surveyed admitted that they don't fully understand the full impact UC would have on their organizations. These fears and trepidations come despite the fact that 71 percent of those surveyed by Osterman believe there are "significant" or even "enormous" benefits that can be realized from the deployment of UC.

Fusion is dedicated to our Partners' success

Fusion's Contact360 delivers a powerful Enterprise Contact Center solution to businesses of all sizes. We'll help your business grow by providing the best features of traditional communications technologies with an expanding cloud services portfolio and exceptional support for your customers. Partner with Fusion today: 888-474-4968.

For more information contact us at salessupport@fusionconnect.com.

www.fusionconnect.com

fusion

Once again, the cloud comes to the rescue.

Of course, cloud or hosted UC is nothing new either. The concept of cloud communications and the basis of UC-as-a-service (UCaaS) go back at least 15 years. But it's only more recently that UCaaS has hit performance and feature levels rivalling on-premises solutions. And many pundits and proponents believe the cloud is ready to push a powerful second wave of UC adoption.

"Private and public cloud-based UC-as-a-service solutions are expected to fuel the next phase of growth," says BCC Research analyst Nandita Bhotika. "The cost efficiencies and operational flexibility of these shared services are proving a potent model for market players. Although challenges in its adoption are still a concern, UCaaS is expected to give the UC&C market its needed boost."

BCC researchers expect the market for UCaaS to total nearly $18 billion by 2020, up from $6.5 billion in 2015 and reflecting a five-year CAGR of 22.5 percent. Much of the growth, say BCC, will be driven by wider adoption among SMBs, which tend to find cloud-based services more accessible due to smaller capital outlays.

UC&C Market Size and Expectations

Service Type	2015	2020	CAGR
Global UC&C market total	$26.5 billion	$62 billion	18.5%
On-premises deployments	$18.2 billion	$37.8 billion	15.7%
Hybrid deployment	$1.8 billion	$6.2 billion	28%
UCaaS	$6.5 billion	$18 billion	22.5%

Source: BCC Research

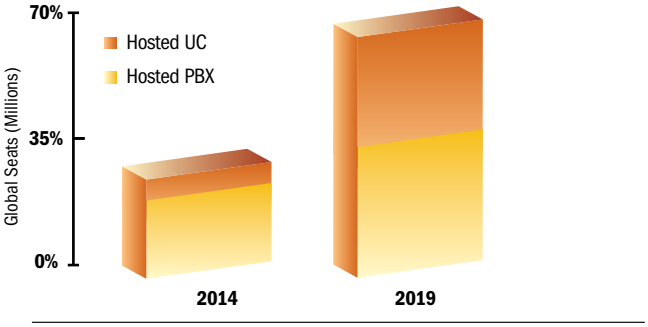
According to Diane Myers, senior research director at IHS, Inc., hosted UC seats, which made up 22 percent of the unified communications market in 2014, will jump to 46 percent of the market by 2019. Myers says hosted PBX and UC services are being pitched alongside SIP trunking as more multi-site businesses seek out hybrid solutions. Markets and Markets, meanwhile, makes an even more ambitious forecast, putting the UCaaS market at $24.88 billion by 2020. Here again, the research firm attributes much of this growth to SMB adoption as these buyers look to update and simplify communication processes at an affordable cost.

In a bit of a twist, the optimism around future cloud UC adoption has a lot to do with the reasons why businesses have not adopted UC up to this point. And, not surprisingly, the top barrier to UC adoption, at least according to UBM Tech's findings, has to do with perceived costs and subsequently getting an ROI on those expenses, both of which were named by about three-quarters of respondents. For more than two-thirds of non-adopters, UC implementations are perceived as posing a risk of disruption to the business, while 62 percent cited a lack of in-house technical expertise.

"The cloud may well provide one possible answer," say UBM Tech analysts.

Indeed, more than half (54 percent) of respondents who don't yet have UC in production believe cloud can help overcome their top obstacle to implementation: cost, while about the same percentage (53 percent) see the cloud as offering more flexible scalability – a key concern for incremental UC rollouts, say UBM analysts.

Hosted UC seats made up 22% of the unified communication services market in 2014, growing to 46% in 2019

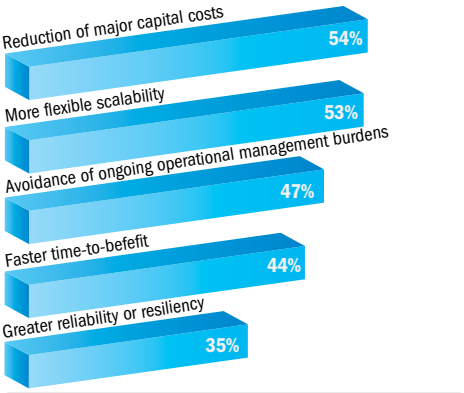


Source: IHS, Inc.

In addition to addressing objections about upfront capital investment, the as-a-service model also is known to alleviate issues with internal IT skills shortages, while allowing firms to bypass technical implementation issues and, in turn, start delivering results to the business sooner. A cloud-based deployment also can facilitate the kind of smaller-scale pilot that can provide the proof-of-value executives need to green-light broader enterprise adoption, UBM Tech researchers point out.

Next Wave of UC

Which of the following do you perceive as advantages of cloud-enabled UC?



Source: UBM Tech, XO

"These advantages, combined with ongoing advancement in cloud technology and market acceptance of the cloud model, are making it more likely that future adopters will opt for some type of UC-as-a-service offering," says the UBM Tech study.

Among respondents who made their decisions to implement UC a year or more ago, for instance, only 35 percent even considered the cloud, and just 19 percent wound up going with a cloud-based solution. Of respondents who are still contemplating their UC implementations, on the other hand, more than half say they are now likely to consider cloud. "In fact, 15 percent have already made up their minds that if and when they

- From 2-500 extensions depending on OM or WROC PBX model
- Complete remote provisioning, support, and control for any end-point including IP, analog devices, fax, soft-phones, and smart phones with New Rock Cloud
- Flexible auto-attendant
- Click-to-call contact list
- All-in-one system with analog-gateway modules, Smart FoIP® for near-PSTN fax-success rates, recording, and voicemail
- Multi-site applications via IP tie trunks
- Multi-tenant applications
- Fail-over to PSTN upon network failure
- Plug-and-play IP phones
- XM/HTTP-based REST API supporting your application software
- Compatible with standard SIP servers, such as Cisco CallManager, Broadsoft, Microsoft Lync/Skype® for Business, Huawei IMS, and Asterisk

You cannot compare the priceless value of the OM IP PBX series offered by NetGen Communications, powered by New Rock Technologies, with any PBX on the market. Also, take a look at the WROC IP PBXs, MX Series Gateways, and Smart ATA®, which allow you to offer complete IP solutions for the SME, all backed by unsurpassed support. Contact us now to see how NetGen can provide the complete suite of IP solutions to supplement your current offerings.

Agent and Reseller Opportunities

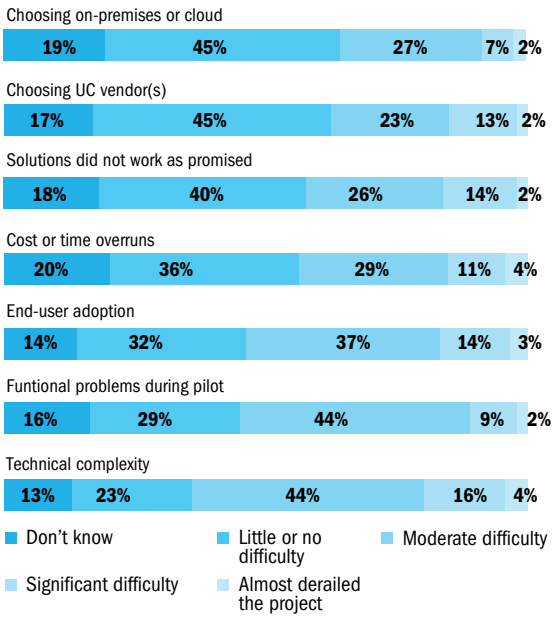
NETGEN Communications

770-449-7704

www.netgencommunications.com

New Rock TECHNOLOGIES

How much difficulty did each of the following present during your organization's UC implementation?



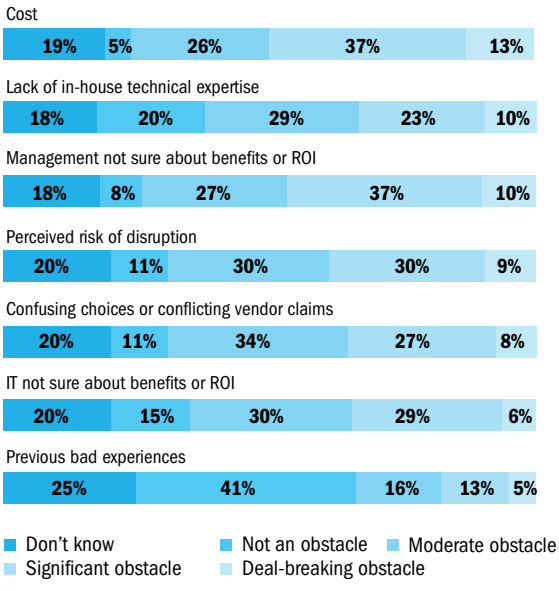
Source: UBM Tech, XO

implement UC, it will definitely be cloud-based," found UBM Tech researchers.

Of course, a cloud delivery model, in and of itself, is not enough. UCaaS providers also have stepped up their games.

"UCaaS offerings are increasingly functionally competitive with their premises-based alternatives," write Gartner analysts Daniel O'Connell and Bern Elliot in the firm's most recent Magic Quadrant report on the category. Key improvement in 2015, says Gartner, include an improved

How much of an obstacle is each of the following to your organization's adoption of UC?



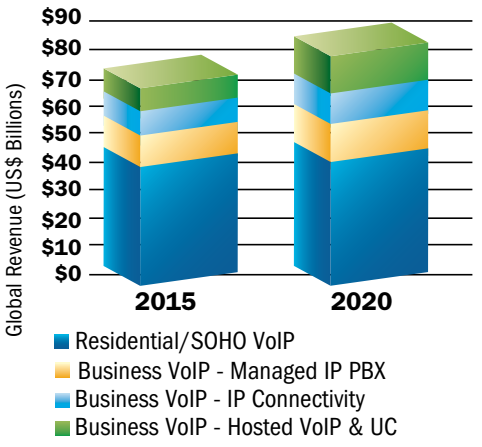
Source: UBM Tech, XO

UCaaS user experience, API connectivity with leading cloud applications and mobile-first user deployments.

Among specific providers, Star2Star recently introduced StarBox CCM 2.0 to facilitate onboarding and support for large enterprises with specialized or complex dialing needs. The company also introduced StarBand to its UCaaS offering, which supports primary and secondary circuit support, traffic prioritization and automatic failover and service quality monitoring. Recently added capabilities also include Android mobile support, screen sharing and an automated quoting tool.

Last year Mitel, for its part, acquired Mavenir to enhance its mobility capabilities. The Mitel Open Integration Gateway (OIG), meanwhile, supports integrations with Salesforce, SugarCRM, Google, Microsoft, NetSuite and Zoho, as well as custom integrations. And a partnership with Vidyo has improved Mitel's video capabilities, says Gartner, while also enabling integration with Polycom and Cisco video.

Over the next 5 years, hosted VoIP and UC will be the segment with the largest growth in the global VoIP and unified communications market



Source: IHS, Inc.

RingCentral likewise continues to expand its capabilities and in 2015 added integration with Google Apps for Work, Microsoft Office 365, and a RingCentral-branded contact center developed with inContact.

The good news for all providers and resellers of unified communications: UC adopters are seeing results. According to UBM Tech findings, 82 percent of adopters reported they their UC deployment met or exceeded their expectations for improved team collaboration, which was the number one expected benefit. Eight in 10 said UC met or exceeded expectations in terms of improved user productivity, while three-quarters said the same about lowering technology ownership cost. All told, 87 percent of adopters say UC met or exceeded their expectations.

And even more good news for UCaaS providers, according to UBM Tech findings, whereas 47 of current users opted for on-premises UC, only 13 percent of future adopters are likely to choose on-premises.

broadvoice™

Building loyalty through relentless focus on our partners and their customers

Cloud PBX ⁝ SIP Trunking ⁝ Unified Communications ⁝ Contact Center ⁝ Broadband Services

Powered by Metaswitch Networks

To become a Broadvoice Partner:
partners@broadvoice.com
866-634-1394

Masters of Many Pieces

2016 Master Agent State of the Market and Services Directory

By **Martin** Vilaboy

Similar to just about every business model within telecom alternate channels, master agents have been heavily impacted as the market shifts toward IP services, cloud and mobile. Indeed, master agents have felt the SMAC and rolled with the SoLoMo.

"The role of the master agent has become much more complex as we transition to an IP-based world," said Denis Raue, president of Telegration, responding to our informal survey of master agencies.

"The entire business is radically different than what transpired in the channel in the past," agreed Greg Praske, CEO of ARG. "It's far less likely that you'll be responding to a request for a PRI, an Internet circuit or a WAN – where you simply survey the market and present the most compelling options."

Rather, in today's environment, said Praske, masters and their sub-agents need to be prepared to discuss and advise on matters ranging from whether a company would be better off reimbursing their employees for their wireless devices or purchase them through a corporate plan, or which hosted providers integrate best with Microsoft, Cisco or Salesforce, and which have specific functionality. They may need to know which data centers meet which compliance, and where the best fits are in terms of power draw or most-efficient cross connects. They'll likely need to pull up fiber maps to show on-net and near-net and be aware of who is willing to do a build for free and for how many feet from the splice point. "And, on and on," said Praske.

In short, businesses increasingly are looking for more than just access and feature sets. They seek communications technologies and providers that will help them find ways to use IT to move their businesses forward. For master

agents, keeping up with this transition requires significant investment in specialized personnel, product education and training, back office processes and pre- and post-sales support.

"We've had to increase our headcount in sales engineering, order fulfillment and project management as well as our help desk support," said Raue. "We have had to invest in training and certification for our employees such as CompTIA training certifications in Security, Project Management and Cloud Essentials, as well as master trainings and fulfillment processes for most all prominent hosted PBX providers, and invest in systems such as SalesForce.com."

"For the past four years, we have been assembling a team of very accomplished people with specialized expertise," said Praske. "We have been doing tons of client education – mostly one-on-one but also seminars for our clients and prospects."

Those experts include business consultant types who can discuss business strategies with the C-Level executives who are increasingly part of the technology purchasing process and are leading organizations' digital transformations. "We make these (business consultants) available to our subagents to go on-site for their meetings," said Praske.

"Sales engineering will also be more important in the coming years," emphasized Vince Bradley, WTG CEO. "WTG has a sales engineering practice that continues to identify the best solutions for our agent community's clients and assist with supporting their implementation."

Automation, likewise, will be an important cornerstone of the transition, said Bradley. "WTG has been constantly updating the PartnerEdge system to meet that increasing demand. For example, in addition to being able to identify fiber in an automated way, we are now utilizing a tool whereby our distribution can find out what hosting provider a client is using."

It's an expensive proposition, masters agents tell us, but it's a transition that must be made, and one that, all the while, relies on maintaining significant growth in access revenues from traditional and primary providers to subsidize the investments.

"I'm not sure how somebody who is getting started today can jump into this world," said Praske.

"I believe it is a barrier to entry to scale now for new master agent entrants to the marketplace," Raue concurred. (Although Raue does see room for specialized smaller agencies to work targeted sub-agents of masters that do not possess the skill and knowledge to make the transition themselves.)

A Partnership That Adds Up

[You] + C3 cloud COMPUTING CONCEPTS

- Cloud Services
- Desktop-as-a-Service
- Managed Services
- Traditional Telecom
- Hosted PBX
- Global Connectivity
- Disaster Recovery
- Security & Compliance

Channel Partners Evolution Booth E24

www.c3cloud.com • 877-340-4005

On the other hand, as the communications services landscape grows increasingly complex and wide-ranging, the part master agents play within the channel only grows in terms of influence and importance. In other words, it's hard to imagine that a single sales rep or agent will be able to keep up with the breadth of services that go into today's communications solutions and all the conversations that go into packaging and selling them.

"Cloud services have made our role as a strategic advisor – or coach – all the more important," said Ted Schuman, PlanetOne Communications CEO. "In many cases, we're the glue that brings the deal together and positions the partner as the cloud services expert and trusted advisor.

"What's great about cloud is the detail behind the deal and the teamwork needed to execute – that's where we excel and where our partners rely on us most to add value and protect their profits," continued Schuman. "Similar to managed services, process is paramount when it comes to cloud services. Without it, success isn't repeatable or sustainable."

It's certainly been a winning formula for PlanetOne, which has seen its cloud business grow from 5 percent of revenues to 35 percent during the past year.

And PlanetOne certainly isn't alone. As can be seen in the following Master Agent Directory, masters are partnering with the full spectrum of cloud services and platform providers, from Amazon to Zayo.

That's not to say agents and sub-agents shouldn't be leery of agencies that "scramble to sign agreements with as many cloud providers as they can identify." Despite any gold rush of opportunity that comes with major transitions, the value proposition of the master agent largely remains the same.

"Our perspective is that the master agent's role in the ecosystem has not changed much, but rather the focus of the channel in general has re-aimed its sights upward to the 'cloud,'" said Bradley.

At the end of the day, master agents, said Bradley, still are looked upon to provide education, support and a safe working environment for their agent partners. Regardless of the widgets, the model remains based on adding value to service portfolios, navigating and managing vendors and ecosystems in the best interest of sub-agents and their end users, and putting agents in position to make consultative sales built upon appropriate business solutions – ultimately providing a "consistent ease of doing business in the ever-fluctuating landscape," said Bradley

As Schuman summed up matters: "A good master agent is relentless about service levels and will have your back, always."

It's just that, nowadays, there are a lot more pieces for them to masters.

A

AB&T Telecom
9841 Broken Land Pkwy
Suite 2118
301.948.8161 (toll)
301.948.3641 (fax)
www.abttelecom.com
Primary Underlying Providers:
AB&T Backup Pro
AB&T Conferencing
ACC Business
Access One
Access Point
AireSpring
Allied Telecom
Alpheus Communications
American Telesis
AT&T
AT&T Wireless
BandTel
Bandwave Systems
BCE Nexxia (Bell Canada)
Birch Communications
Blue Diamond Solutions
Broad Sky
Broadview Networks
BullsEye Telecom
Cbeyond
CenturyLink
Charter Business
China Telecom
China Unicom
Cogent
Colt
Comcast Business
CoreSite
Cradlepoint IP Fail Safe Solutions
DataPoint
Equinix
FiberLight
Frontier Communications
Galileo Cloud
Galileo UC
Global Capacity
GTT
IntelePeer
InterCall
InterNap
Latisys
Lightower Fiber Network
LightPath Technologies
MaaS360 by Fiberlink
Masergy
MelTel
Navisite
Netwolves
Nitel
NTT Communications
Optimum Business
PacNet
PGi
PowerNet Global
QTS
RagingWire
RapidScale
Reliance Globalcom
SingleHop
SingTel
Sprint
Star2Star
SunGard
TATA Communications
TelePacific Communications
Telx
Time Warner Cable
T-Mobile
TW Telecom
USNi
Verizon Wireless
Vonage Business Solutions
Windstream
XO Communications
Zayo Networks
Voice Services:
Conferencing
Dedicated local/LD
Mobile services
Prepaid voice/data services
SIP Trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Content delivery network
Dark fiber
Email
Ethernet services
Hosted infrastructure/platforms
Hosted Office IT services
Integrated access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Billing/OSS
Business services
Consulting
Expense/Mobile management
Premises systems/gear
Testing/Installation/Certification

ABS Telecom
2607 S Decker Lake Blvd
Suite 102
Salt Lake City, UT 84119
801.327.9400 (voice)
801.327.9390 (fax)
www.abstelecom.com
Contact: Mark Koon
mark@abstelecom.com
Primary Underlying Providers:
ACC Business
AireSpring
AT&T
Broadcore
CenturyLink
Cogent
Comcast
Cox
EarthLink
Ernest
EvolveIP
Granite
inContact
Integra
IPitimi
Jive
Level 3
Masergy
MegaPath
MetTel
Nitel
PGi
Speakeasy
Sprint
TelePacific
Telesphere
Time Warner Cable
TNCI (Impact Telecom)
tw telecom
Utah Broadband
Veracity
Verizon Wireless
WindStream
XO Communications
Yiptel
Voice Services:
Conferencing
Dedicated local/LD
Mobile
SIP trunking
Toll free
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Ethernet services
Integrated access
Managed network services
MPLS VPN
Private line, Point to point
Wireless data access
Support/Other Services:
Consulting

ACI Telecom
728 N. Pleasantburg Dr.
Greenville SC 29607
864.233.0549 (voice)
www.acitelecom.com
service@acitelecom.com
Contact: Cam Walters
Primary Underlying Providers:
Access Point
BCN Telecom
Granite
Green Cloud
Level 3
Spectrum Business
Spirit Communications
Time Warner Cable
Windstream
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
SIP trunking
Toll free
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Colocation/data center
Ethernet services
Hosted email
Hosted IT services
IaaS/PaaS
Integrated access
International access
MPLS VPN
Private line
Point to point
Security/Firewall
Storage
Virtual servers
WAN optimization
Wireless data access
Support/Other Services:
Consulting

Acuity Technologies
442 W. Kennedy Blvd.
Suite 200
Tampa, FL 33606
813.769.4690 (voice)
813.769.4691 (fax)
www.thinkacuity.com
Contact: Josh Anderson
josh.anderson@thinkacuity.com
Primary Underlying Providers:
ACC
AccessPoint
AireSpring
ANPI
AT&T
Bright House
BroadSmart
BroadView
CenturyLink
Colo5
Comcast
Copper Services
DataSite
Digium
Earthlink
Entelegent
FPL Fibernet
Granite
GreenCloud
Intercall
Level3
LightPath
Masergy
NBS
NetWolves
Nitel
Peak10
Powernet
Stratus Networks
Telx
Time Warner Cable Business Class
tw telecom
WestIP
Windstream
WOW
XO
Zayo
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center services
Dark Fiber
Desktop virtualization
Hosted email
Hosted infrastructure/platforms
Hosted Office IT services
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
Virtual servers
WAN optimization
Wireless data access

BCN Solutions Express

When You Need a Network Solution...

Flag Down an Expert

Using a multi-carrier approach, BCN Solutions Express has the connections and expertise to design and install network solutions that get your clients where they need to go, quickly.

We offer a comprehensive suite of telecom solutions including Local, Long Distance, Cloud, Internet, VoIP, WAN, Managed Services, and Conferencing – all backed up by experienced account teams, provisioning experts, sales engineers and customer care specialists offering assistance 24 hours a day, 7 days a week.

We are privately held, profitable, debt-free and we have a track record of providing channel partners and business customers with exceptional service and support. So if you're looking for a smooth ride, give us a call.

Our Prosperity Partnership Agent Program offers:

- Competitive Pricing
- Aggressive Bonus Plans
- Global Voice & Data Product Portfolio
- Strong SIP, VoIP & Hosted PBX Solutions
- State-of-the-Art Back Office
- Knowledgeable Sales Engineers
- Total Customer Support

FOR MORE INFORMATION CALL:

Mike McCrosson
(800)411-3611
mmccrosson@bcnsolexp.com

David Luther
(516)247-1921
dluther@solexp.com

2015 VISIONARY SPOTLIGHT AWARDS
CHANNELVISION
WINNER

www.bcnsolexp.com

Support/Other Services:
Consulting
Installation
Expense/Mobile Management

Advanced Technology Consulting (ATC)
8734 Union Center Boulevard
West Chester, OH 45069
513.234.4778 (voice)
www.4atc.com
Contact: Nick Enger
nenger@4atc.com
Primary Underlying Providers:
ACC Business
Access One
Access Point
AireSpring
ANPI
AT&T
Birch Communications
Broad Sky Networks
Broadview
BullsEye Telecom
CenterGrid
CenturyLink
Cincinnati Bell
The Conference Group
EarthLink
EvolveIP
Fusion
GTT
Gloablinx
GSG Communications
inContact
InterCall
Internap
Level 3
Masergy
McGraw Communications
MegaPath
OpenText
PGi
Prescient Worldwide
Shoretel
SingTel
Sonoran Integrations
Sprint
Star2Star
Telepacific
Thinking Phones
Time Warner Cable Business Class
TNCI (Impact Telecom)
T-Mobile
Verizon Business
Verizon Wireless
Virtela
West IP
Windstream
XO
Voice Services:
Dedicated local/LD
Hosted PBX
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
BC/DR
Colocation
Email
Ethernet services
Hosted infrastructure/platforms
Hosted Office/IT services
IaaS/PaaS
Integrated access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
WAN transport
Virtual desktop
Web hosting
Wireless data access
Support/Other Services:
Consulting
Contact center
Expense/Mobile management
Installation

Advantage Communications Group
125 Mineola Ave.
Suite 306
Roslyn Heights, NY 11577
516.821.1700 (voice)
515-625-0715 (fax)
www.advantagecg.com
Contact: David Gardner
dgardner@oneadvantage.com
Primary Underlying Providers:
AboveNet
ACC Telecom
AT&T
BCN
Broadview
CenturyLink
ChinaTel
Cogent
Colt
Comcast
Earthlink
Elite Telecom
Equinix
EU Networks
Evolve IP
Granite
GTT
Hutchinson
Internap
KDDI
Level 3
Lightpath
Lightower
Masergy
MegaPath
Netwolves
PCCW
Peak 10
PacNet
QTS
Rackspace
ShoreTel
Sprint
Tata Communications
Telx
Time Warner Cable
tw telecom
West IP
Windstream
US Signal
XO
Zayo
Voice Services:
Calling cards
Call Center
Conferencing
Dedicated local/LD
Mobile
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DSO-OCn)
Colocation/Data Center services
Dark Fiber
Ethernet services
Fiber
IaaS/PaaS
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Virtual servers
Wireless data access
Other/Support Services:
Consulting
Expense management
Premises systems/gear

Advoda Communications
6455 Yosemite St.
Suite 400
Greenwood Village, CO 80111
720.956.0571 (voice)
advoda.com
info@advoda.com
Primary Underlying Providers:
Accel Networks
AccessPoint
Ajubeo
Birch
CenturyLink
Comcast BC
E2 Optics
Evolve IP
Fortrust
FRII
GoWest
inContact
Integra
IntelePeer
InterCall
Level 3
MegaPath
MHO Networks
Momentum
MultiTek
NeoNova
Newtek
OneStream
PGi
SimpleWAN
Spectrum Business
Spring Hosting
Symmetrex
Verizon
Virtacore
Vonage
Windstream
XO
Zayo
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid voice/data
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DSO-OCn)
BC/DR
Colocation/Data Center services
Dark Fiber
Desktop virtualization
Ethernet services
Hosted email
Hosted infrastructure/platforms
Hosted Office IT services
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access

Aligned Communications
1349 Empire Central
Suite 600
Dallas, TX 75247
877.768.1855 (voice)
214.446.6101 (fax)
www.alignedcom.com
sales@alignedcom.com
Primary Underlying Providers:
ACC Business
AireSpring
Alpheus
ANPI
Appia
BCN Telecom
Birch
BullsEye
Calltower
CenturyLink
Cogent
Comcast
Consolidated Communications
Cox
Digium
EarthLink
Ecessa
Entelegent
FiberLight
Frontier
Grande
Granite
GTT
Impact
InContact
Integra
InterCall
Intermedia
Jive
Level 3
Masergy
MegaPath
Momentum
NaviSite
NeoNova
NetWolves
New Cloud
NexVortex
Nitel
One Ring
QTS
RapidScale
RingCentral
Savvis
Sky River
SkyBeam
Spectrum
Sprint
Star2Star
Suddenlink
Telefonica
TelePacific
Telx
Time Warner BC
TowerStream
Verizon
ViaWest
Vonage
West IP
Windstream
XO
Zayo
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
SIP trunking
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DSO-OCn)
BC/DR
Colocation/Data Center services
Ethernet services
Hosted infrastructure/platforms
International access
Managed network services
MPLS VPN
Private line
Virtual servers
WAN optimization

allConnex
141 Chestnut St
North Attleboro, MA 02760
508.660.2688 (voice)
781.793.5959 (fax)
www.allconnex.com
Contact: Steve King
sking@allconnex.com
Primary Underlying Providers:
ACC Business
AT&T
BridgeConnex
Broadview Networks
CenturyLink
Comcast
EarthLink
Level3
Lightower
McGraw Communications
MetTel
Thinking Phone
Verizon
Vocalocity
Windstream
XO
Zone Telecom
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
BC/DR
Colocation/Data center services
Dark Fiber
Email
Ethernet services
Managed Network services
MPLS VPN
WAN transport
Web hosting
Wireless data access
Support/Other Services:
Billing/OSS
Business services
Consulting
Legal
Location-based services

Allyance
2600 Michelson Dr.
Suite 1700
Irvine, CA 92612
949.863.0025 (voice)
949.480.0037 (fax)
www.allyance.net
sales@allyance.net
Primary Underlying Providers:
ACC Business
Airband
AT&T
CacheFly
CenturyLink
Charter
China Telecom
China Unicom
ChinaCache
Comcast
Comstructure
Cox
Earthlink
Equinix
GTT
Internap
KDDI
Latisys
Level3
NTT
Opsource
Rackspace
Savvis
Server Central
Sprint
SwitchNAP
Tata Communications
Telepacific
Telnes
Telx
Terremark
Time Warner cable
Verizon Business
Windstream
XO Communications
Voice Services:
Conferencing
Dedicated local/LD
International
Mobile services
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DSO-OCn)
BC/DR
Colocation/Data Center services
Email
Ethernet services
Hosted infrastructure/platforms
Hosted Office IT services
Integrated access
Managed network services
MPLS VPN
Private line, Point to point
Storage
Security/Firewall
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Business services
Expense/Mobile management
Installation

AMD Communications, Inc.
PO Box 182
Merrimack, NH 03054
888.704.3183 (voice)
www.amdcomm.com
Contact: Kyle Bowden
sales@amdcomm.com
Primary Underlying Providers:
186 Communications
8x8
ACC Business
Access Point
AireSpring
ANPI
Appia
Arkadin
AT&T
BCN
Birch
Bright House Networks
Broad Sky Networks
Broadview Networks
BullsEye Telecom
C7
CallTower
CenturyLink Alliance
Cogent
Cogent Communications
Comcast Business
Corvisa
Cox Communications
Digis
DSCI
EarthLink Business
Equinix
Evolve IP
First Communications
Five9s
Fortune
FPL FiberNet
Frontier
Fusion
GLOBALINX
Granite
Green Cloud
GTT
iCore Networks
inContact
iNET
Integra
IntelePeer
InterCall / West IP
Internap
Jive
Level 3
Lightower
Lightpath
LiveOps
MASERGY
Matrix
McGraw
MegaPath
Metro Optical Solutions
MobileWare
Momentum
Navisite
NetWolves
New Horizon Comm.
Nex Vortex
nitel
NTT Communications
OneStream
Optimum Lightpath
Pacnet
PCCW
PGi
PheonixNAP
QTS
RapidScale
RCN
retarus
ServerCentral
ShoreTel Sky
SimpleSignal
SingleHop
Spectrotel
Spectrum Business
Sprint
Star2Star
Suddenlink
tcn

INTRODUCING:

EASTON DIGITAL VOICE

EDV Features:

- > **BUY RATES** for all services
- > Multiple service types
- > Nationwide Availability
- > Included outbound & inbound minutes
- > Standard and Premium Calling Features
- > Low MRC for equipment

BUSINESS LINES > SIP TRUNKS > PRI > HOSTED

EDV is an IP based replacement for traditional voice services such as POTS, PRI, and Centrex. It is a feature-rich, cost-effective alternative offering the same functionality of the services you enjoy today. EDV may be delivered utilizing Easton Internet Access, or you may bring your own connection from an alternative carrier.

EDV lines and Internet are provided to Easton Distributors at BUY RATES! The buy rates provide a generous commission potential for our distributors. Discover the advantages of EDV with nationwide availability, one invoice for all locations and services, and one customer service number to call. Contact us today to learn more today.

EASTON Telecom
VOICE | DATA | WIRELESS
NATIONWIDE

Contact Us
800-222-8122
distributorinfo@eastontel.com
www.eastontel.com

TelePacific
Telesphere
Telnes
Telstra
Telx
teraNova
Terremark
Thinking Phone Networks
Time Warner
T-Mobile
TNCI (Impact Telecom)
TouchTone
tw telecom
Ubb
Unitas Global
UnitedLayer
Veracity
Verizon
Verizon Business
Verizon Wireless
ViaWest
WestIp
Windstream
WOW Business
XO Communications
YIPTel
Zayo
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
SIP trunking
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Colocation/Data center
Dark fiber
Desktop virtualization
IaaS/PaaS
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
SaaS
Virtual servers
WAN optimization
Wireless data access
Support/Other Services:
Consulting

AMT Telecom Group
30777 Northwestern Hwy.
Suite 300
Farmington Hills, MI 48334
800.340.1846 (voice)
248.862.2001 (fax)
info@amtgroup.com
www.amtgroup.com
Primary Underlying Providers:
123Net
AccuConference
AireSpring
Broadview Networks
BullsEye Telecom
Charter Business
Comcast
Fax Michigan
First Communications
Level 3
Powernet
Rj10.com
US Signal
Windstream
XO Communications
Voice Services:
Conferencing
Dedicated local/LD
SIP trunking
Toll free
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center services
Email
Ethernet services
Integrated access
Managed network services
MPLS VPN
Private line, Point to point
Storage
Web hosting
Support/Other Services:
Billing/OSS
Consulting
Expense/Mobile management

Anavon Technology Groups
1133 W. Airport Rd.
Suite A
Traverse City, MI 49686
231.933.9744 (voice)
www.anavontech.com
Contact: Russ Madsen
rmadsen@anavon.net
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid voice/data
SIP trunking
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Integrated access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
WAN transport
Web Hosting
Wireless data access
Support/Other Services:
Business services
Installation
Premises systems/gear

Associated Telecommunication Network (ATN)
10080 Caroll Canyon Rd.
San Diego, CA 92131
858.637.5700 (voice)
858.637.5720 (fax)
www.atn-online.com
Primary Underlying Providers:
AT&T
ATN
CenturyLink
Verizon
Voice Services:
POTS lines
Centrex
Data/Network Services:
Access (dial-up, DSL, cable, T1)/T-1
Access (DS0-OCn)
Private line, Point to point

Association Resource Group (ARG)
7926 Jones Branch Drive
Suite 1150
McLean, VA 22102
703.734.3500 (voice)
866.371.7982 (fax)
www.myarg.com
Contact: Erica Lord
elord@myarg.com
Primary Underlying Providers:
8 x 8
Allied
AT&T
Calltower
Centurylink
Cogent
Comcast
Coresite
Cox
Evolve IP
Fiberlight
InfoRelay
Intercall
Latisys
Level3
LightTower
Microsoft
PGi
QTS
Rackspace
Raging Wire
RapidScale
ShoretelSky
Singlehop
Sprint
TMobile
Verizon
Vonage
West IP
Windstream
XO
Zayo
Voice Services:
Conferencing
Integrated access
IP Telephony
Mobile services
POTS line
SIP trunking
Unified communications
Data/Network Services:
Access (Ethernet, DSL, cable, T1)
Access (DS0-Ethernet)
BC/DR
Cloud services
Colocation/Data Center services
DaaS
DRaaS
Ethernet services
IaaS
Integrated access
PaaS
Private line, Point to point
Security
Support/Other Services:
Expense/Mobile management

Atrion Networking Corp.
125 Metro Center Blvd.
Warwick, RI 02886
401.736.6400 (voice)
401.633.6766 (fax)
www.atrioncarrierservices.net
inform@atrion.net
Primary Underlying Providers:
APC
Aruba Networks
Cisco
Comcast
Eaton
EMC2
F5
ForeScout
Fortinet
Hewlett Packard
Level 3
Lightower
Microsoft
NetApp
New Horizon
Polycom
redhat
riverbed
Simplivity
skyhigh
Sonus
Tierpoint
Towerstream
Varonis
Veeam
Verizon
VMware
Windstream
Zayo
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data center services
Dark fiberEthernet
Infrastructure/platforms
Managed services
MPLS
Private line, Point to point
Security
Storage
WAN optimization
Virtualization

Avant Communications
2 N. Riverside Plaza
Suite 2450
Chicago, IL 60606
877.312.AVANT (voice)
info@avantcommunications.net
www.avantcommunications.net
Primary Underlying Providers:
365 Data Centers
8x8
AccessPoint
Acronis
Allied
Ascent
Aryaka
AT&T
Business Only Broadband
CallOne
CallTower
CenturyLink
ClearData
Connectria
Comcast
ComLink
CoreSite
DataPipe
Digital Realty
dinCloud
Effortless office
Enventis
Equinix
Eunetworks
EvolveIP
Expedient
Involta
FiberLight
FiberTech
First National
Fonality
Fuze (formerly ThinkingPhones)
GSG
Hosting
Hudson Fiber
Immedion
inContact
IntelePeer
InterCall
Internap
ITEMize
KDDI
Latisys
Layered Tech
Level 3
Lightower FiberNetwork
LiveOps
Masergy
Mosaic Networx
NaviSite
NetWolves
Ngenx
Nitel
OneStream
OpenText
Pacnet
PCCW
Peak10
Phoenix NAP
Quest
QTS
Rackspace
Raging Wire
RapidScale
RingCentral
RootAxcess
Server Central
ShoreTel
Singlehop Hosting
SingTel
SoftLayer
Southern Light
Sprint
Steadfast
Stratazone
Sunesys
Sungard
SwitchNAP
Telefonica
TeleHouse
Tierpoint
Time Warner Cable
tw telecom
Ubistor
Unitas Global
United Layer
US Signal
Verizon
Viawest
West IP
Windstream
XO
YourLink
Zayo
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid voice/data
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center services
Dark Fiber
Desktop virtualization
Ethernet services
Hosted email
Hosted infrastructure/platforms
Hosted Office IT services
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access

B

BCN Solutions Express

BCN Solutions Express
254 S. Main St.
4th Floor
New City NY 10956
800.411.3611 (voice)
www.bcnsolexp.com
Contact: Mike McCrosson
agentsalesmanager@bcnsolexp.com
Primary Underlying Providers:
AT&T
CenturyLink
Charter
Comcast
Cox
Earthlink
Fairpoint
Frontier
Level 3
Lightpath/Optimum
Megapath
Sprint
Time Warner cable
TW Telecom
Verizon Business
Windstream
XO Communications
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
SIP trunking
VoIP
Toll Free
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data center services
Data storage/analysis
Email
Ethernet services
Hosted infrastructure/platforms
Integrated access
Managed network services
MPLS VPN
Private line, Point to point
WAN optimization
WAN transport
Support/Other Services:
Billing/OSS
(See ad on page 39)

BCM One
521 Fifth Ave.
14th Floor
New York, NY 10175
800.543.4226 (voice)
www.bcmone.com
Contact: Frank Wassenbergh
info@bcmone.com
Primary Underlying Providers:
AboveNet
ACC Business
Airband
APEX (AT&T Partner Exchange)
Broadview Networks
CenturyLink
Cogent
Comcast
FPL
Granite
Integra
Internap
Level 3
Lightower
Masergy
MegaPath
One Stream
QTS
Rainbow Broadband
RCN Business
Savvis
ShoreTel
Sprint
Tekmark Global
TelePacific
Telx
Terramark
Time Warner Cable
TowerStream
Verizon
Webex
West IP
Windstream
Xigo Now
XO
Zayo
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid voice/data
SIP trunking
VoIP
UCaaS
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center services
Dark Fiber
Desktop virtualization
Ethernet services
Express route
Hosted email
Hosted infrastructure/platforms
Hosted Office IT services
Integrated access
International access
Managed network services
Managed LAN
Managed WAN
Managed router
MPLS VPN
Private line, Point to point
Security/Firewall

Telispire®
Beyond the Call

VISIT US AT
TELISPIRE.COM

Winning MVNO Solutions

FULL TURN-KEY SOLUTION

You need an MVNO Solution that truly delivers! Our solution provides state of the art billing, rating, and provisioning in a web-based application that supports Prepaid, Postpaid, and M2M through an integrated eCommerce platform. Add in device sourcing, fulfillment along with sales and marketing support, and you truly have an MVNO solution that goes *beyond the call*.

CUSTOMER ON-BOARDING

The on-boarding process isn't just activating customers. MVNO's need multiple activation methods through a robust easy-to-use system. They need reporting and tracking of transactions that are happening in their white label portal and that is how Telispire's system excels above all others.

CUSTOMER RELATIONSHIP MANAGEMENT

Telispire's award winning back-office systemdelivers a CRM system and takes it to the next level. Relevant customer information in one web-based portal with full integration to national carriers is one of the reasons it won an award for innovation in 2016.

GROW YOUR BRAND, REVENUE & PROFITS BY SELLING WIRELESS 4G LTE TO YOUR CUSTOMERS

PrePaid Press
August 8-10
Planet Hollywood
Las Vegas, NV
Booth 207

Channel Partners
August 16-18
Gaylord National
Convention Center
Washington, DC
Booth F80

Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Business services
Expense/Mobile management
Installation
IT Integration services
Network architecture
Premises systems/gear
Social engineering
Technology optimization

Belmont Telecom, Inc./ dba Long Distance Post
PO Box 481
Belmont MA 02478
617.489.5952 (voice)
617.812.0370 (fax)
www.ldpost.com
Contact: Alex Filippov
Services Offered:
Dedicated LD
International
Mobile services
Prepaid voice/data
Virtual office

Bridgepointe Technologies
1900 S. Norfolk St.
Suite 305
San Mateo, CA 94403
650.701.1481 (voice)
650.294.4809 (fax)
info@bpt-corp.com
www.bpt-corp.com
Underlying Providers:
8x8
ACC
AireSpring
Arkadin
AboveNet
AT&T
BCMOne
Cbeyond
CenturyLink
Cogent
Cologix
Comcast
CoreSite
DataPipe
Digital Realty Trust
DynaLink
Equnix
GTT
Integra
IntelePeer
Internap
IO Data Centers
Level 3
LoopUP
Masergy
MegaPath
NaviSite
NetFortis
Nextiva
NTT
Pacnet
QTS
Rapidscale
ShoreTel
Sky River
Sonic.net
SoundConnect
Spectrum Business
Sprint
Sungard
T-Mobile
TelePacific
Telx
Thinking Phones
Time Warner Cable
tw telecom
Unitas Global
Unity Telephone
Verizon
ViaWest
Wiline
Windstream
XO
Zayo
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid voice/data
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
BC/DR
Colocation/Data Center services
Ethernet services
Hosted email
Hosted infrastructure/platforms
Hosted Office IT services
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Business services
Expense/Mobile management
Installation
IT Integration services
Network architecture
Premises systems/gear
Social engineering
Technology optimization

Broadband National
2770 Indian River Blvd.
Suite 501
Vero Beach, FL 32960
772.564.9871 (voice)
772.316.1004 (fax)
www.broadbandnational.com
contact@bridgevine.com
Primary Underlying Providers:
AT&T
Bright House
CenturyLink
Comcast
Covad
Cox
DeltaCom
Direct TV
Frontier
Insight
MegaPath
Optimum Lightpath
Packet8
SpeakEasy
Suddenlink
Time Warner Cable
Verizon
Windstream
Voice Services:
IP Telephony
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
Ethernet services
Integrated access
MPLS VPN
Private line, Point to point
Satellite broadband

C

Carrier Access, Inc.
12129 University Ave.
Suite 2000
Clive, IA 50325
800.373.7548 (voice)
515.440.0595 (fax)
www.carrieraccessinc.com
sales@carrieraccessinc.com
Primary Underlying Providers:
AireSpring
AT&T
CenturyLink
Charter
Comcast
Dell
Frontier Communications
Global Crossing
InterCall
Klarratee
Lightedge
Masergy
Mediacom
MegaPath
MetTel
Nitel
Sprint
Time Warner Business Class
tw telecom
Verizon
Windstream
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid voice/data
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
BC/DR
Ethernet services
Hosted infrastructure/platforms
Hosted Office IT services
Integrated access
Managed network services
MPLS VPN
Private line, Point to point
WAN optimization
Wireless data access
Support/Other Services:
Business services
Expense/Mobile management

Carrier Consulting
531 Main St. Ste. 650
El Segundo, CA 90245
800.987.4000 (voice)
310.640.0635 (fax)
www.carrierconsulting.com
Contact: Jonathen Marder
info-la@carrierconsulting.com
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid voice/data
SIP trunking
Toll Free
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
BC/DR
Colocation/data services
Desktop virtualization
Ethernet services
Hosted email
Hosted IT services
IaaS/PaaS
Integrated access
International access
Managed network services
MPLS VPN
Private line
Point to point
SaaS
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Billing/OSS
Business applications
Consulting
Contact center
Energy services
Expense/mobile management
Legal/Regulatory/Compliance
Installation
Premises systems/gear

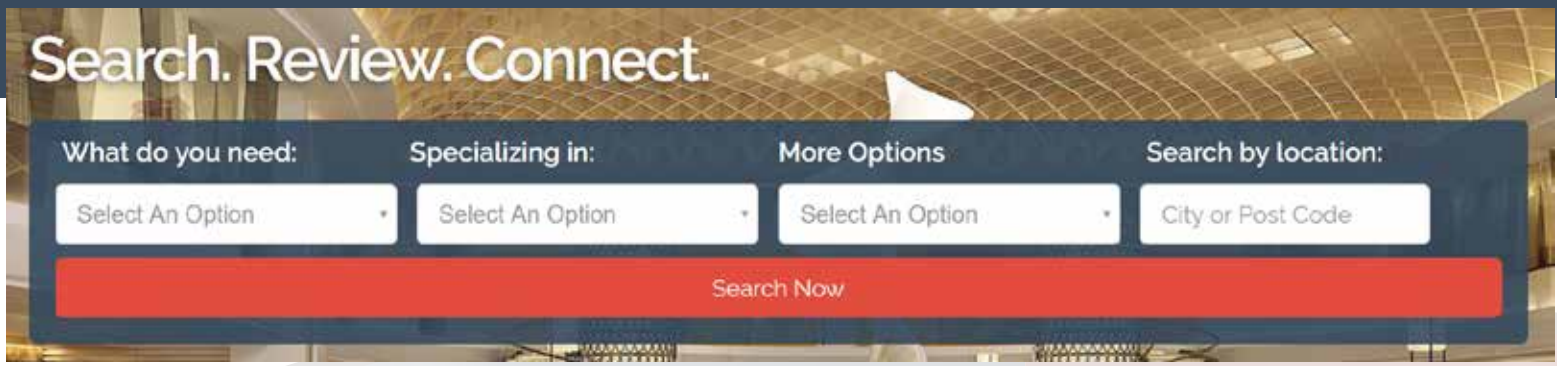
Carrierbid Communications
3219 E. Camelback Rd.
Suite 274
Phoenix, AZ 85018
888.706.5656 (voice)
866.338.7594 (fax)
www.carrierbid.com
agents@carrierbid.com
Primary Underlying Providers:
AT&T
CenturyLink
Comcast
Granite Telecommunications
MegaPath
Time Warner Cable
Windstream
Verizon
XO
Voice Services:
Conferencing
Dedicated local/LD
Mobile services
SIP trunking
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
Cloud computing
Ethernet services
Managed network services
MPLS VPN
Private line, Point to point
WAN transport
Wireless data access

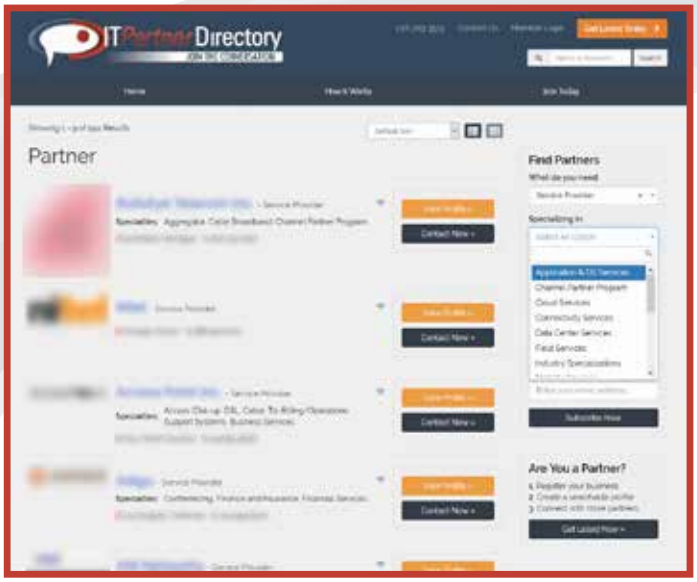
CarrierSales.com
11781 S. Lone Peak Pkwy.
Suite 230
Draper, UT 84020
800.838.9500 (voice)
801.838.9501 (fax)
www.carriersales.com
Contact: Josh Lupresto
jlupresto@carriersales.com
Primary Underlying Providers:
ACC Bsuiness
AireSpring
AT&T
BroadskyNetworks C7
Broadvoice
CallTower
CenturyLink
ClearView
Cogent
Comcast
Connect First
Corvisa
Customer Dynamics
Epic
Equinix
EvolveIP
Five9
Fortune
Frontier
Fusion
Granite
inContact
Integra
Intelepeer
Interactive Intelligence
ivinex
Jive
Level3
Liveops
Masergy
Megapath
MetTel
Momentum
NaviSite
Nextiva
NexVertex
PGi
PhoenixNAP
QTS
Rapidscale
SmartAction
SingleHop
Star2Star
Teleira
Telesphere
Telnes
Telx
Thinkingphones
TNCI (Impact Telecom)
Unitas Global
ViaWest
Velocity
Veracity
Vocal IP Networx
Vonage Business
West IP Communications
Windstream
XO
YipTel
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile
SIP trunking
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
Colocation/Data center svs
Dark fiber
Desktop virtualization
Hosted email
Hosted infrastructure/platforms
Integrated access
Managed network services
MPLS VPN
Private line, Point to point
Storage
Virtual servers
WAN optimization
Wireless data access
Support/Other Services:
Consulting
Energy
Expense/Mobile management

Clarus Communications
5988 Mid Rivers Dr., Suite 118
St. Louis, MO 63304
314.817.1039 (voice)
www.clarusco.com
sales@clarusco.com
Primary Underlying Providers:
ACC
AireSpring
ANPI
AT&T
AWS
Bluebird Network
BullsEye
Business Only Broadband
Cablevision
CenturyLink
Charter Communications
Cisco
Citrix
Comcast Business
Consolidated Communications
Earthlink
Ernest Communications
First Communications
Frontier
Google Apps
Granite
InterCall
Level 3
Lightyear
Masergy
Mediacom
MetroPCS
MetTel
Netwolves
New Vortex
NewWave Business
Nitel
Rackspace
Retarus
Salesforce
SoTel
Sprint
Stratus Networks
TelePacific
Telnes
Time Warner Cable
T-Mobile
Tracfone
tw telecom
US Signal
Verizon
Windstream
XO
Zayo
Voice Services:
Conferencing
Dedicated Local/LD
Hosted PBX
Mobile
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (DS0-0Cn)
BC/DR
Colocation/Data center
Dark fiber
Desktop virtualization
Ethernet services
Hosted email
Hosted infrastructure/platforms
Hosted office IT services
IaaS/PaaS
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
SaaS
Security/Firewall
Storage/Data analysis
Virtual servers
WAN optimization
Web hosting
Wireless data access

Cloudnexion
11757 W. Ken Caryle Ave.
Suite F 406
Littleton, CO 80127
720.515.2866 (voice)
www.cloudnexion.com
solutions@cloudnexion.com
Contact: Jake Cummins
jake@cloudnexion.com
Primary Underlying Providers:
ACC Business
AireSpring
Airtel Business
Ajubeo
Alpheus Communications
AT&T
Avaya
BroadSky
Broadview
CenturyLink
Charter
Cogent
Colo Atl
Comcast
Core
EarthLink
Equinix
Fortrust
GTT
InContact
Integra
Intercall
Internap
IO
Latisys
Level 3
Lightower
Masergy
MegaPath
NetDNA
Netwolves
Nitel
Optimum Lightpath
Rackspace
Savvis
ServerCentral
Sprint
Sunset
Telehouse America
TelePacific
TeliaSonera
Telx
Terramark
Time Warner Business Class
tw telecom
Unitas Global
Verizon Business
Viawest
West IP
Windstream

Get Listed on *TheChannelDirectory.com*





SEARCH FOR THE
PERFECT PARTNER

Search by PRODUCT, GEOGRAPHY, or PROVIDER TYPE to locate your next channel partner.

CONTACT
PROVIDERS DIRECTLY

Reach directly to the VENDORS you'd like to PARTNER with.

COMPARE
PARTNERS EASILY

Easily compare SERVICE PROVIDERS, DISTRIBUTORS, and MASTER AGENTS at a glance.

View VIDEOS, PRODUCTION INFORMATION, NEWS and PROMOTIONS.

Get all the DETAIL you need from a SINGLE SOURCE .

Register Today!

www.TheChannelDirectory.com

(323) 452-6970

The CHANNEL DIRECTORY
JOIN THE CONVERSATION

Partnered with
CHANNEL VISION magazine

Its free, easy and gives you the ability to be found and promote your business.

XO
YellowFiber
Zayo
Voice Services:
Conferencing
Dedicated Local/LD
Hosted PBX
Mobile
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (DS0-OCn)
BC/DR
Colocation/Data center
Dark fiber
Desktop virtualization
Ethernet services
Hosted email
Hosted infrastructure/platforms
Hosted office IT services
IaaS/PaaS
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
SaaS
Security/Firewall
Storage/Data analysis
Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Business services
Consulting
Expense/mobile management

CM Group
16 Via Helena
Rancho Santa Margarita, CA 92688
949.459.0311 (voice)
949.459.5420 (fax)
www.cmgroup.tv
Primary Underlying Providers:
ACC Business
Access One
Allegiance Telecom
Associated Telecom
AT&T
Bell South
Broadwing
Cable & Wireless
CenturyLink
Datalink Networks
Electric Lightwave
Global Crossing
ICC
Internap
Pacific Bell
Pac West
Sprint
TelePacific
TMC
TNCI (Impact Telecom)
United Carrier Networks
WorldCom
XO
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
IP telephony
Mobile services
POTS lines
Prepaid voice/data services
Toll free
Unified communications/ collaboration
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Colocation/Data center services
Email
Ethernet services
Integrated access
International access
Private line, Point to point
Web Hosting
Wireless data access

Colocation America
9360 W. Flamingo Rd.
Suite 110-178
Las Vegas, NV 89147
800.296.8915 (voice)
www.colocationamerica.com
Contact: Samantha Walters
partners@colocationamerica.com
Voice Services:
VoIP
Data/Network Services:
Colocation/Data center services
Hosted IT services
Managed network services
Security/Firewall
Storage
Support/Other Services:
Dedicated servers

COLOpeople
5256 S Mission Rd
Ste 707
Bonsail, CA 92003
800.550.5546 (voice)
760.710.9030 (voice)
760.710.9039 (fax)
www.colopeople.com
sales@colopeople.com
Data/Network Services:
Colocation/Data center
Disaster avoidance
Managed network services
Storage
Virtual servers

COLOTRAQ
One Gatehall Dr.
Suite 208
Parsippany, NJ 07054
973.575.7997 (voice)
973.575.6963 (fax)
www.colotraq.com
Primary Underlying Providers:
Colt
Cyrus One
Interxion
Sungard
Telx
ViaWest
Data/Network Services:
Colocation/Data center
Hosted infrastructure/platforms
Managed network services
Support/Other Services:
Consulting

COMLINK, Inc.
3723-C W. Market St.
Greensboro, NC 27403
888.861.0232 (voice)
336.790.8572 (fax)
www.comlinktelecom.com
Primary Underlying Providers:
AT&T
Comcast
Earthlink
Time Warner Cable
Windstream
40 other providers
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
SIP trunking
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
BC/DR
Ethernet services
Hosted Office IT services
WAN optimization
Wireless data access
Support/Other Services:
Business services
Consulting
Expense/Mobile management
Installation
IT Integration services
Premises systems/gear

CommAdvisors
27068 La Paz Rd.
Suite 160
Aliso Viejo, CA 92656
949.394.5710 (voice)
949.221.3508 (fax)
www.commadvisors.com
info@commadvisors.com
Primary Underlying Providers:
AT&T
Avaya
CCI
CenturyLink
China Telecom
Cisco
IntelePeer
Level 3
Masergy
MegaPath
Orange
Spring
SuperNAP
Tata Communications
Telepacific
Time Warner Cable
US Colo
Vox TeleSys
Windstream
X5
XO
Voice Services:
Dedicated LD/local
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Ethernet services
Private line, Point to point
Premises systems/gear
MPLS VPN
Support/Other Services:
Billing/OSS

Communication Management Services
2240 5th Ave.
San Diego, CA 92101
800.233.8258 (voice)
619.544.0900 (fax)
www.cmstelcom.com
Contact: Tiffany Wolf ext. 108
Primary Underlying Providers:
ACC Business
AboveNet
Access Point
AirBand
AireSpring
AT&T
Cbeyond
CenturyLink
Comcast
Copper Conferencing
CradlePoint
EarthLink Business
EvolveIP
Globalinx
Granite
Ingram Micro
Intercall
Level 3
Lightyear
Masergy
MegaPath
Nitel
PGi
RIM
Sprint
TelePacific
Telesphere
Telnes
TempoPro
Time Warner Cable
Top Global
tw telecom
Verizon Business
West IP
WiMax
Windstream
XO
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
IP Telephony
Mobile services
SIP Trunking
Toll free
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data center services
Email
Ethernet services
Hosted Office IT services
Integrated access
Managed network services
MPLS VPN
Private line, Point to point
Web hosting
Support/Other Services:
Expense/Mobile management

Comtel Communications
4551 Cox Rd.
Suite 475
Glen Allen, VA 23060
800.435.1718 (voice)
www.comtelcommunications.com
info@comtelcommunications.com
Contact: Ben Humphreys
bhumphreys@comtelcommunications.com
Primary Underlying Providers:
ACC Business
Access Point
Allied Telecom
BCN Telecom
CenturyLink
Comcast
Cox
Level 3
MetTel
Simplicity
Sprint
Time Warner Business Class
Verizon
Windstream
Voice Services:
Conferencing
Mobile
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Conferencing
Email
Ethernet services
MPLS VPN
Private line, Point to point
Web hosting
Wireless data access
Support/Other Services:
Business services
Expense/Mobile management
IT Integration services
Premises systems/gear

Concierge Core Services LLC
4801 S Lakeshore Dr.
Ste. 106
Tempe AZ 85282
888.353.9900 (voice)
www.conciergecs.com
Contact: Clark Atwood
ccs-broker@conciergecs.com
Primary Underlying Providers:
ACC Business
Airespring
America On Hold
Appia
Brighthouse
Broadview
C7 Data Centers
Cbeyond
CenturyLink
Charter
Comcast
ConnectFirst
Control Fusion
Cox Communications
Earthlink
EvolveIP
Frontier
GPS
Highwinds
iCore Networks
inContact
Integra Telecom
Jive Communications
Level3
Mammoth Networks
Masergy
MegaPath
NetWolves
Nitel
OpenText
PGi
Powernet
RapidScale
Server Central
Sprint
SunGard
Telx
tierpoint
Time Warner Cable
UNSi
Verizon
Vonage
Windstream
X5 Solutions
Zayo
Voice Services:
Conferencing
Hosted PBX
Mobile services
SIP trunking
Toll free
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data center
Dark fiber
Desktop virtualization
Ethernet services
Hosted email
Hosted infrastructure/platforms
Hosted Office IT services
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
Virtual servers
WAN optimization
Wireless data access
Support/Other Services:
Business services
Consulting
Contact center
Disaster recovery
Expense/Mobile management

Connectivity Source
7780 Brier Creek Pkwy.
Suite 225
Raleigh, NC 27617
919.781.4186 (voice)
866.819.7901 (fax)
www.connectivitysource.com
sales@connectivitysource.com
Primary Underlying Providers:
Access Point
AT&T
CenturyLink
Charter
Earthlink
Fiber
Fusion
Metro E
Time Warner Cable Business Class
Windstream
XO
and many more
Voice Services:
Dedicated local/LD
Hosted PBX
Mobile services
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Managed network services
MPLS VPN
Private line, Point to point
Wireless data

Converged Network Services Group (CNSG)
11016 Rushmore Dr.
Suite 180
Charlotte, NC 28277
866.738.1662 (voice)
704.837.4425 (voice)
704.584.0463 (fax)
www.cnsg-usa.com
Contact: Randy Friedberg
randy.friedberg@cnsg-usa.com
Primary Underlying Providers:
Access Point
Allegiance Merchant Services
Altus
ANPI
BCN
Birch Communications
BrightHouse
Broadview
Broadvoice
CallTower
CenturyLink
Cogent
Colt
Comcast Business Class
Converged
CoreSite
DC74
EarthLink
Ecessa
Entelegent
Equinix
Evolve IP
Expereo
Five9
Fusion
Granite
Green Cloud Technologies
GTT
Impact telecom
InContact
IntelePeer
InterNap
IO
Latisys
Level 3
Isi
LiveOps
Masergy
Matrix Business Technologies
MegaPath
MelTel
Momentum Telecom
NeoNova
NetCarrier
NetFortris
Nextiva
Nitel
Nuvestack
Pacnet
PanTerra Networks
peak 10
PGi
PhoenixNap
QTS
Rackspace
RapidScale
Reallinx
Retarus
ShoreTel
SingleHop
SoundConnect Conferencing
Spectrotel
Spectrum Business
Spirit Communications
Star2Star
TelePacific
Telesphere
Telnes Broadband
Telstra
Time Warner Cable BC
ViaWest
Viratcore
Vocal IP Networx
Vonage
VXchnge

No time for manual data entry?

Telecom invoice data is massive.

Boost client profitability with efficient telecom invoice data entry.

Reduce your soft costs and add recurring revenue to your business with Valicom's TEM engine, CLEARVIEW

25 VALICOM
CELEBRATING 25 YEARS

Amplify your bottom line.

valicomcorp.com/partners

Whoa.com
Windstream
WOW!
XO Communications
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
BC/DR
Colocation/Data Center services
Dark Fiber
Desktop virtualization
Ethernet services
Hosted email
Hosted infrastructure/platforms
Hosted Office IT services
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Business services

Cost Management Group
5490 McGinnis Village Pl.
Suite 100
Alpharetta, GA 30005
800.599.9315 (voice)
678.405.6195 (fax)
www.costmanagementgroup.com
info@costmfg.com
Contact: Chad Fisher
cfisher@partnertel.com
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid voice/data
SIP trunking
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
Colocation/Data Center services
Ethernet
Hosted infrastructure/platforms
Hosted Office IT services
Managed network services
MPLS VPN
Private line, Point to point
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Business services
Expense/Mobile management

CPI Communications
6949 Vista Dr.
West Des Moines, IA 50266
515.331.7560 (voice)
515.331.7563 (fax)
www.cpitelecom.net
Contact: Cale Perry
cperry@cpitelecom.net
Primary Underlying Providers:
Alliance Connect
CenturyLink
Enventis
Frontier
MediaCom
Shoretel
SuddenLink
Windstream
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile
SIP trunking
Unified Communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Colocation/Data center
Dark Fiber
Desktop virtualization
Hosted email
Hosted infrastructure/platforms
Hosted Office IT services
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Support/Other Services:
Business services
Consulting
Other:
UCaaS (hybrid, premise or hosted)
SD WAN

CrosStar Network Solutions
108 West 39th St.
Fourth Floor
New York NY 10018
212.997.7676 (voice)
www.crosstarnetwork.com
Primary Underlying Providers:
AboveNet
ACC Business
AireSpring
American Telesis
Broadview Networks
Bullseye Telecom
BT
CenturyLink
Charter Business
China Telecom
China Unicom
Coast to Coast Cellular
Cogent
Comcast Business Class
Covad
CTI
FiberNet
Genesys Conferencing
Globalinx
Granite
Level 3
Ligthtower
Masergy
MegaPath
MetTel
New Edge Networks
NTT Communications
One Communications
Optimum Lightpath
Paetec
PowerNet Global
RCN
Sprint
Stage 2
Spectrotel
tw Telecom
Telepacific
Time Warner cable
T-Mobile
Transbeam
Verizon
WBS Connect
Voice Services:
Dedicated local/LD
Hosted PBX
Prepaid voice/data
SIP trunking
Toll free
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
Dark Fiber
Desktop virtualization
Ethernet
Hosted email
Hosted infrastructure/platforms
Hosted Office IT services
Integrated access
Managed network services
MPLS VPN
Private line, Point to point
Virtual servers
Web hosting

CTG3
15821 NE 8th St
Ste 160
Bellevue, WA 98008
800.775.9312 (voice)
425.696.1337 (fax)
www.ctg3.com
Contact: Tony Cheng
tony@ctg3.com
Primary Underlying Providers:
ACC Business
AccelNet
AireSpring
Alpheus Communications
Audian
bigleaf
BroadSky
Broadview
CenturyLink
Comcast Business Class
Forethought
Frontier
Granite
Hurricane Electric
Impact telecom
Integra
Level 3
Lightower
Mammoth Networks
Reallinx
Sonic
Spectrum Business
Wave Broadband
Windstream
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
Dark fiber
Email
Ethernet services
IaaS/PaaS
Managed network services
MPLS VPN
Private line, Point to point
Storage
WAN transport
Support/Other Services:
Energy services

D

DataTel Solutions
875 Laurel Dr.
Roseville, CA 95678
888.835.2681 (voice)
925.470.2832 (fax)
www.datatelsolutions.com
info@datatelsolutions.com
Primary Underlying Providers:
ACC Business
AireSpring
AT&T
Cbeyond
CenturyLink
Charter
Cogent
Colotraq
Comcast
Cox
Datatel
Dial 411
Easton
First Communications
Integra
ITS
Global Crossing
Level 3
MegaPath
New Edge
Nitel
PGi
Sprint
SureWest
Telepacific
TeleSphere
tw telecom
Verizon
Windstream
XCast
XO
Zayo
Voice Services:
Conferencing
Dedicated local/LD
Mobile services
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
Integrated access
Managed network services
MPLS VPN
Private line
Storage
WAN optimization
WAN transport
Wireless data access
Support/Other Services:
Expense/Mobile management

Digital Planet Communications, Inc.
178 9th St. East
Suite 200
St. Paul, MN 55101
651.233.5800 (voice)
651.233.5801 (fax)
www.dpcinc.com
info@dpcinc.com
Primary Underlying Providers:
AboveNet
ACC Business
Access One
AccessPoint
AT&T
Avaya
Broadsky
Broadview Networks
Cbeyond
CenturyLink
Comcast
Confertel
Copper Conferencing
EarthLink
Eventis
Globalinx
GTT
Integra
InterCall
Intronis
Level 3
Masergy
McGraw
MegaPath
Netwolves
nGenx
One Communications
Optimum Lightpath
PGi
Polycom
Savvis
Sophos
Sprint
Telepacific
TeleShere
telx
Time Warner Cable
TNCI (Impact Telecom)
tw telecom
Windstream
XO
Zone Telecom
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
BC/DR
Colocation/Data Center services
Ethernet services
Hosted email
Hosted infrastructure/platforms
Hosted IT services
Integrated access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
Web hosting
Support/Other Services:
Business services
Consulting
Installation
Premises systems/gear

E

ECT Telecom
8668 Navarre Pkwy.
Suite 105
Navarre, FL 32566
800.664.3071 (voice)
772.325.2297 (fax)
www.ecttelecom.com
Contact: Kenny Wilder
kenny@ecttelecom.com
Primary Underlying Providers:
A+ Conferencing
ACC Business
Accel Networks
Airband
AireSpring
AT&T
CenturyLink
Cogent
Covad
Global Crossing
InContact
IntelePeer
Level 3
Masergy
MegaPath
Nitel
Nuvox
PCCW
PGi
Powernet
ShoreTel
Sprint
Telecom Recovery
TNCI (Impact Telecom)
TouchTone
Verizon
West IP
XO
Voice Services:
Conferencing
Hosted contact center
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
BC/DR
Colocation/Data Center services
Hosted Email
Hosted IT services
Managed network services
MPLS VPN
Private line, point to point
Virtual desktop
Web hosting
Wireless data access
Support/Other Services:
Disaster recovery

eSquared Communications
560 E 3rd St.
Suite 202
Lexington, KY 40508
859.685.4600 (voice)
859.685.4601 (fax)
www.esquaredcom.com
Primary Underlying Providers:
ACC Business
Airespring
AT&T
Broadvox
BullsEye Telecom
Cbeyond
CenturyLink
EarthLink
Ernest Communications
First Communications
Granite
Insite Business
Itemize
Level 3
MetTel
NuVox
One Communications
Powernet
QX.Net
Sprint
Thinking Phone
Time Warner cable
T-Mobile
TNCI (Impact Telecom)
Verizon
XO Communications
Windstream
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
BC/DR
Ethernet services
Integrated access
Managed network services
MPLS VPN
Private line
Security/Firewall
Wireless data access
Support/Other Services:
Expense/Mobile management

eXemplify Group
8111 LBJ Freeway, Suite 1425
Dallas, TX 75251
469.361.5700 (voice)
www.exemplifygroup.com
Primary Underlying Providers:
8x8
ACC Business
Alpheus
Appia
BullsEye
CallTower
CenturyLink
Cogent
Equinix
Evolve IP
Flberlight
Granite
Hosting
Impact Telecom
Internap
Jive
Level3
Lightower
Masergy
Mitel
Netwolves
nexVortex
Nitel
PanTerra
Peak10
QTS
Quest
Rackspace
Rapidscale
RealLinx
Retarus
ShoreTelSky
Star2Star
Sungard
Telnes
Telx
Terremark
Thinking Phones
Tierpoint

SM Harness the Power of Light

...with FirstLight®

PARTNER WITH OUR WINNING TEAM

Whether you are a VAR, Systems Integrator or Referral Partner, we have a program designed to meet your needs.

- CO-BRANDING OPPORTUNITIES
- ONGOING TRAINING AND SUPPORT
- COMPETITIVE COMMISSION STRUCTURE
- BACKED BY INDUSTRY LEADING CUSTOMER SERVICE
- COMPLETE PORTFOLIO OF DATA, INTERNET, DATA CENTER & VOICE SERVICES

WE MAKE IT EASY TO SUCCEED

CONTACT US TODAY

Learn how you can become a **FirstLight** Partner
Visit www.firstlight.net/partners or call 800-461-4863.

DATA | INTERNET | DATA CENTER | VOICE

linkedin.com/company/firstlight-fiber twitter/firstlightfiber

Time Warner Cable BC
Transbeam
Vazata
Velocloud
Viawest
Vocal IP
Vonage
West IP
Windstream
Zayo
and many more
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile
SIP trunking
VoIP
Unified Communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center services
Desktop virtualization
Hosted Email
Hosted IT services
IaaS/PaaS
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
Virtual servers
WAN optimization
Wireless data access
Support/Other Services:
Business applications
Consulting
Contact center
Disaster recovery
Expense/Mobile Management
Installation
Legal/Regulatory/Compliance

G

Global Communications Group (GCG)
10333 E. Dry Creek Rd.
Suite 320
Englewood, CO 80112
303.865.9000 (voice)
866.709.5800 (fax)
www.gcgcom.com
sales@gcgcom.com
Primary Underlying Providers:
8x8
ACC Business
Airetel
Ajubeo
Arkadin
AT&T
Avaya
Bell Canada
BroadSky
BullsEye
CenturyLink
China Telecom
China Unicom
Cisco
Cogent
Comcast
CoreSite
CyrusOne
Data Foundry
Digital Reality
Dimension Data
Earthlink
Equinix
Evolve IP
Faction
Fortrust
Global Capacity
Global Cloud Exchange
Granite
GTT
Hosting.com
Inernap
Integra Telecom
IntelePeer
IO Cloud Data Centers
KDDI
Level 3
LiveOps
Mammoth Networks
Masergy
MegaPath
Mercury Payment Systems
MetTel
MHO Networks
Momentum
NaviSite
NetFortris
Nitel
NTT
PacNet
Peak10
PGi
PhoenixNAP
Quality Technology Services
Server Central
Simple Signal
SingTel
SoftLayer
Spectrum Business
Sprint
Sungard
Telehouse
Telepacific
Telx
Thinking Phones
Time Warner Cable
T-Mobile
Unisys
Unitas Global
Vantage Data Centers
Verizon Wireless
ViaWest
Visage
West IP
Windstream
Wowrack
XO
Zayo
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Colocation/Data center services
Content delivery network
Email
Ethernet services
Hosted infrastructure/platforms
Hosted Office IT services
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
WAN optimization
WAN transport
Web Hosting
Wireless data access
Support/Other Services:
Business services
Expense/Mobile management
IT Integration services
Premises systems/gear

Global Systems Telecom Inc.
5489 Wiles Rd. #301
Coconut Creek, FL 33073
954.623.6300 (voice)
www.gstpartners.com
Contact: Geoffrey McCarroll
geoffrey@gstpartners.com
Primary Underlying Providers:
8x8
ACC Business
Agent Alliance
AireSpring
AT&T
Brich
Broadsmart
BullsEye
Century Link
Colo5
Comcast
EarthLink
FiberLight
Fonality
Granite
InContact
Integra
Level 3
Masergy
Mitel
Nitel
NetWolves
Nextiva
PGi
RapidScale
Steadfast
QTS
Telnes
The Alliance
Thinking Phone
Time Warner Cable
tw telcom
Verizon
WCS
West IP
Windstream
XO
Vonage
and many others
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
IP Telephony
Mobile services
Prepaid voice/data services
SIP Trunking
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Cloud services
Colocation/Data Center
Email
Ethernet services
Hosted infrastructure/platforms
Hybrid Cloud services
Integrated access
Managed network services
MPLS VPN
Private line, Point to point
Security
Storage
WAN optimization
Web hosting
Support/Other Services:
Business applications
Equipment
Expense/Mobile management

Global Telecom Solutions
1501 6th St.
Detroit, MI 48226
313.371.9440 (voice)
313.557.6369 (fax)
www.gtsdirect.com
Contact: Mark Stackpoole
info@gtsdirect.com
Primarily Underlying Providers:
123.NET
8x8, Inc.
ACC Business
AireSpring
ANPI
AT&T
Birch Communications
Brighthouse Networks
CenturyLink
Charter Business
Comcast Business
Earthlink
First Communications
Fonality
Frontier
Grid 4
iMeet
Level 3
Masergy
Megapath
Nitel
Paetec
Rackspace
RapidScale
Ryaka
Spectrum Business
TelePacific
Telnet
Time Warner Cable BC
US Signal
Vonage Business
VOXOX
Windstream
WOW! Business
XO
Voice Services:
Conferencing
Dedicated Local/LD
Hosted PBX
Mobile
SIP trunking
Toll free
Unified communication
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Colocation/Data Center
Desktop virtualization
Hosted email
Hosted IT services
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Consulting
Disaster recovery

Great American Power
320 Centre St.
Pottsville, PA 17901
877.215.4140 (voice)
484.229.0707 (fax)
www.greatamericanpower.com
admin@greatamericanpower.com
Services Offered:
Energy services

GreenAppX
6000 Fairview Rd.
Suite 1200
Charlotte, NC 28210
877.207.9555 (voice)
www.greenappx.com
Contact: Jim Safran
jim@greenappx.com
Underlying Providers:
BlueTie
DataMotion
Global Relay
GoMeetNow
McAfee
Microsoft
Mozy
OfficeDesktop
Skoot
Spontania
US DataVault
WebEx
Cloud Services:
Business Continuity
Business Process
Conferencing
Remote Email
Remote IT management
Security/Firewall
Virtual Desktop

Green Razor Communications
30101 Agoura Court
Suite 212
Agoura Hills, CA 91301
818.309.4000 (voice)
818.309.4020 (fax)
sales@greenrazor.com
www.greenrazor.com
Primary Underlying Providers:
8x8
AboveNet
ACC Business
AireSpring
AT&T
BCE Nexxia
Bell Canada
BullsEye Telecom
Birch
California Internet
CenturyLink
Charter cable
Cogent
Colt
Comcast
Coresite
Cox
Digital Realty
Earthlink
Equinix
Five 9
Granite
gtt Communications
inContact
Intelepeer
Internap
Jive
KDDI
Level 3
Megapath
Microsoft
NetFortis
PCCW
Rackspace
Spectrum
Sungard
Tata
TCAST
Telepacific
Telx
The Conference Group
Time Warner cable
T-Mobile
Towerstream
Verizon Wireless
Via West
Vonage
Windstream
XO
Zayo
Voice Services:
Cloud Voice
Conferencing
Dedicated Local/LD
Hosted PBX
Mobile Services
Premise Voice
SIP trunking
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Cellular
Colocation/Data center services
Ethernet services
Fiber
Integrated access
Managed cloud
Managed data
Managed network services
Managed IT
MPLS VPN
Private line
WAN transport
Wireless data access

Group9 Communications
22 Muirfield Ct
Rochester, NY 14534
585.586.6200 (voice)
www.group9com.com
Contact: Tom Fabiano
tfabiano@group9com.com
Voice Services:
Conferencing
Hosted PBX
Mobile
SIP trunking
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center
Dark fiber
Hosted email
Hosted infrastructure/platforms
Hosted Office IT services
Integrated access
MPLS VPN
Private line,
Point to point
Security/Firewall
Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Business services
Premises systems/gear

I

Infolink Communications
2801 Grover Dr. North
Greensboro, NC 27455
800.625.2860 (voice)
336.282.7244 (fax)
www.infolinktele.com
sales@infolinktele.com
Primary Underlying Providers:
ACC Business
Accel Networks
AccuConference
Advantix
Airband
AireSpring
Alpheus
AT&T
Birch
Broadsky
Broadview
Cbeyond
CenturyLink
Charter
DukeNet
Earthlink
Ernest
GTT
inContact
Integra
Level 3
Lightpath
Masergy
MegaPath
NetWolves
New Cloud
Nitel
Optimum
Powenet
Reallinx
StartMeeting
Suddenlink
Telepacific
Telnes
Telx
Time Warner Business Class
tw telecom
UNSi
USA Digital
Verizon
Vocal IP
West IP Communications
Windstream
XO
Zayo
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid voice/data
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (DS0-OCn)
Dark Fiber
Ethernet services
Hosted IT services

THE AIRESPRING ADVANTAGE

WHAT YOU CAN OFFER CLIENTS

Award-Winning Products and Competitive Pricing

- For MPLS, VoMPLS, SIP Trunking, DIA, Cloud PBX, Cloud Contact Center, Integrated Voice/Data and T1/PRI
- Multi-carrier and multi-network redundancy for maximum security and uptime

User-Friendly Billing

- One point of contact and one bill
- AireCare advanced billing reporting portal with 24/7 access

Extraordinary Service

- AireNMS 24/7 network monitoring service included FREE for customers on AireSpring-provided routers and gateways
- Personal attention and Premier Support Package with an escalation list that includes executive management all the way up to our CEO

WHAT AIRESPRING OFFERS YOU

Generous Commission Structure

- Evergreen commissions
- Agent focused – over 90% of sales come from the channel
- 13 years of dependable commissions from a profitable, debt-free provider

Sales and Administrative Support

- Dedicated channel managers help you close business
- Online access and tracking of customer data, orders, and commissions

Instant Quoting Tools

- Instant access to real-time price quotes, rate sheets, product collateral, and training presentations
- QuoteSpring™ online quoting tool provides instant quotes on demand, with full integration for all carriers, including AT&T

Our partner program is consistently voted one of the most rewarding programs for agents and VARs

Our lineup of award-winning products is backed up by online tools, premium customer care and value-added services to help you succeed in the competitive marketplace.

airespring™ Cloud, Fully Managed and Connected

Call **800-305-5647** or email **partners@airespring.com**, *and experience the AireSpring Advantage*

Powered by

Integrated access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Support/Other Services:
Consulting
Expense/Mobile management

Integral Choice Inc.
877.948.3526 (voice)
www.integralchoice.com
Primary Underlying Providers:
Access Point
AireSpring
AT&T
Broadview
CenturyLink
Clarity Telemanagement
Comcast
Dynalink
EarthLink
Level 3
Mitel
Nitel
Retarus
Sprint
T-Mobile
Verizon
West IP
Windstream
XO
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
SIP trunking
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Ethernet
Managed network services
MPLS VPN
Security/Firewall
Storage
WAN Optimization
Support/Other Services:
Expense/Mobile management

Intelisys
1318 Redwood Way, Suite 120
Petaluma, CA 94954
800.615.8330 (voice)
www.intelisyscorp.com
info@intelisys.com
Primary Underlying Providers:
8x8
ACC Business
Accel Networks
Access Point
Advantix
Airespring
Alpheus
ANPI
Appia
Arkadin
Arvig
Arkaya
AT&T
BCN Telecom
Bigleaf Networks
Birch
Bluestone
Bright House
BroadSky
Broadview
BullsEye
CallTower
CenturyLink
CMC Networks
Cogent
Cologix
Colt
Comcast
CoreSite
Corporate IT Solutions
Corvisa
EarthLink
Equinix
EvolveIP
Exceda
eXcelerate 360
Expereo
First Communications
Firstlight
FPL Fibernet
Free Conference Call
Frontier
Fusion
Fuze
Global Capacity
Granite
Green Cloud
GTT
Impact
inContact
iNet Communications
Integra
IntelePeer
InterCall
InterNap
Jive
Level 3
Lightower
Lightpath
Liquidweb
Liveops
Masergy
Matrix
MegaPath
Megaport
Metro Optical
MetTel
NetFortris
NetWolves
nGenx
Nitel
NTT
PCCW Global
Peak 10
PGi
PhoenixSentry
QTS
Rackspace
RapidScale
RCN Busienss
Retarus
Sada Systems
SAFEView
ServerCentral
Shaw Business
ShoteTel
SpectroTel
Spectrum
Sprint
Star2Star
SuddenLink
T-Mobile
Tata Communications
TelePacific
Telnes
Telstra
Telx
Tera Nova
Tierpoint
Time Warner Cable Business Class
TouchTone
Unitas Global
UnitedLayer
US Signal
Verizon
ViaWest
Vigilant
Vonage
West IP
Windstream
WOW
XO Communications
Zayo
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0 – OCn)
BC/DR
Colocation/Data center
Dark fiber
Desktop virtualization
Hosted email
Hosted infrastructure/platform
Hosted Office IT services
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
Virtual servers
WAN optimization
WAN transport
Web hosting
Wireless data access
Support/Other Services:
Billing/OSS
Business services
Consulting
Expense/Mobile management
Installation
Legal/Regulatory
Compliance
Premises systems

Intellex Communications Corp.
4551 Cox Rd. #475
Glen Allen, VA, 23060
804.201.4444 (voice)
866.251.2248 (fax)
www.intellexcommunications.com
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid voice/data
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center services
Hosted email
Integrated access
Managed network services
MPLS VPN
Private line, Point to point
WAN optimization
Support/Other Services:
Billing/OSS
Business services
Consulting
Disaster recovery
Expense/Mobile management
Legal/Regulatory/Compliance
Location-based services
Testing/Certification

Interactive Telecom Solutions
12 Rt. Ste. 120
Paramus, NJ 07652
201.845.5515 (voice)
201.221.7567 (fax)
www.i-telcom.com
Contact: Brett Diamond
bdiamond@i-telcom.com
Primary Underlying Providers:
ACC Business
AT&T
BCM One
Broadview Networks
Cablevision
China Telecom
CenturyLink
Cervalis
Cogent
Colt
Comcast
CoreSite
Cox
Crossriver Fiber
Digital Realty
DSCI
EarthLink
EUNetworks
Global Capacity
GlobeNet
Granite
GTT
io Data Centers
Hibernia
Level 3
Lightower
Masergy
Metro Optical
NTT Communications
Optimum Lightpath
Perseus
RCN
ShoreTel
Spread Networks
Stealth Telecom
Telx
Terremark
Time Warner Cable BC
Verizon
VXchnge
Windstream
XO
Zayo
ZColo
ZenFi
Services Offered:
Data
Hardware
Project management
Voice
Wireless

Invictus Converged Solutions, Inc.
100 South Bedford Rd
Mount Kisco NY 10549
888.748.4273 (voice)
www.ics3.net
Primary Underlying Providers:
AppNeta
CenturyLink
Comcast
Juniper
McAfee
Optimum Lightpath
PGi
Time Warner Business Class
Voice Services:
Conferencing
IP Telephony
SIP Origination & termination
Unified communications

Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Ethernet services
Hosted infrastructure/platforms
Private line, Point to point
Security/Firewall
WAN optimization
Support/Other Services:
Consulting
Expense/Mobile management
Premises systems/gear

iQwired Communications
1777 S. Harrison St.
Ste. #GL50
720.636.9900 (voice)
800.754.4815 (voice)
303.847.9179 (fax)
www.iqwired.net
yes@effectiveconnect.com
Primary Underlying Providers:
8x8
A+ Conferencing
AboveNet
ACC Business
Access One
Access Point
Access2Go
Aerux
Airband Communications
AireSpring
Ajubeo
Alcatel - Lucent
American Telesis
AT&T
ATI/InterMetro
BandTel
Birch
Broad Sky Networks
Broadview
Broadvox
BullsEye Telecom
Cavalier
CenturyLink
Charter Cable
ChinaUnicom
Cincinnati Bell
Cogent
Colotraq
Comcast
Comstructure
Conferencing Advisors
Covad
Data Storage
Defero3
Dynalink
EarthLink
EasyLink
EasyNet
EcoMotion
Evolve IP
Excel
Excel Conferencing
Faction
First Communications
FluxCom
Fonality
foreThought
Fortrust
Frontier
Global Crossing
Global Venture Partners
Granite
GTT
Hosting.com
Impact
inContact
Integra
IntelePeer
InterCall
Internap
iTEMize
KDDI
Level 3
Level 3 Communications
Lightyear
Masergy
McGraw
MegaPath
MetTel
MHO
Microsoft
Mobile Solutions
Mobility Helpdesk
NetWolves
New Edge Networks
NiTel
NTT Communications
One Communications
PCCW
PowerNet Global
Premiere Global
Pulsar360
Ring Central
Rise Broadband
SingTel
Speakeasy
Sprint
Sungard
TATA
TCAST Communications
Telecom Recovery
TelePacific
TelNes
Telx
Terremark
Time Warner Cable
TMC
TNCI (Impact Telecom)
Total Call/OPEX
TouchTone
TSI
US Signal
Velocity Networks
Verizon
Verticomm
ViaWest
Vonage
West IP
Windstream
XO
Yip Tel
Zayo
Zone Telecom
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
SIP trunking
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center services
Dark fiber
Desktop virtualization
Ethernet services
Hosted Email
Hosted infrastructure/platforms
Hosted IT services
IaaS/PaaS
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Business services
Consulting
Disaster recovery
Expense/Mobile management

ITD Solutions Inc.
2 Neptune Road
Suite 413
Boston, MA 02128
617.884.2426 x202 (voice)
727.442.6272 x202 (voice)
www.itdpartners.com
Contact: Darren Tessitore
darren@itdsolutions.net
Primary Underlying Providers:
AireSpring
Alteva
Appia Communications
AT&T
Broadview Networks
CenturyLink
Charter
Comcast Business
DSCI
Earthlink
Evolve IP
Hosting
Hostway
Jive
Level 3
Masergy
MegaPath
NaviSite
NEF
NeoNova
nGenX
PGi
Polycom
RapidScale
Savvis
Server Central
SimpleSignal
Star2Star
Thinking Phone Networks
Time Warner Business Class
VoXox
Windstream
XO
Zayo
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
SIP trunking
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
BC/DR
Colocation/Data center
Desktop virtualization
Ethernet

Unleash The Power of the Network.

FLTG owns and operates the **largest fiber network** in New York State.

We know that the ability to deliver the best communications experience starts with the network. FLTG is continuously expanding their privately owned footprint, which reaches over 30 markets in New York State and Pennsylvania. Our network, along with our breadth of knowledge, allows us to deliver customized solutions to top tier providers in the industry. Meeting specific needs, on time and on budget is what we do.

VISIT US ON THE WEB AT: ***FLTG.COM/CARRIERSERVICES***
EMAIL US AT: ***CARRIERSERVICES@FLTG.COM***

7890 LEHIGH CROSSING / VICTOR, NY 14564 / (585) 924-3510 / FLTG.COM
WITH OFFICES IN **PHELPS**, **TRUMANSBURG**, **ROMULUS**, **BUFFALO**, AND **BINGHAMTON**

FINGER LAKES TECHNOLOGIES GROUP, INC.

Hosted email
Hosted infrastructure/platforms
Hosted Office IT services
MPLS VPN
Storage
Virtual servers
Support/Other Services:
Consulting
Disaster recovery
Premises equipment

James Communications Corp.
800.745.4170 (voice)
www.jamescom.com
Contact: Brad James
brad@jamescom.com
Primary Underlying Providers:
ACC Business
Accel Networks
AccessOne
Airband
AireSpring
AT&T
Avaya
BullsEye
CenturyLink
Charter
Comcast
Cox
EarthLink
Level 3
Masergy
MegaPath
Nitel
SkyRiver
Sprint
Telnes
Time Warner Cable
Towerstream
Verizon
Windstream
XO
Voice Services:
Conferencing
Hosted PBX
IP Telephony
Mobile services
POTS line
SIP Trunking
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
BC/DR
Email
Private line, Point to point
Wireless data access
Support/Other Services:
Business services
Consulting
Energy services
Premises systems/gear

K

King Communications
1566 W. Algonquin Rd.
Suite 218
Hoffman Estates, IL 60192
888.776.7777 (voice)
847.574.7410 (fax)
www.kingcommunications.com
Contact: Ron Bohm
rbohm@kingcommunications.com
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid voice/data
SIP trunking
Unified communications/
collaboration
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
Colocation/Data center services
Email
Ethernet services
Integrated access
MPLS VPN
Private line, Point to point
Web hosting
Virtual servers
Wireless data access
Support/Other Services:
Contact center
Premises systems/gear

Kingcom
9200 SW Nimbus Ave
Beaverton, OR 97008
844.267.5464 (voice)
www.kingcom.com
Contact: Robin Andrea
hello@kingcom.com
Primary Underlying Providers:
Verizon
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid voice/data services
SIP trunking
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
BC/DR
Colocation/Data Center
Dark fiber
Desktop virtualization
Ethernet services
Hosted Email
Hosted infrastructure/platform
Hosted Office IT services
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Business services
Consulting
Expense/Mobile management

L

Long Distance Post LLC
PO Box 481
Belmont MA 02478
617.489.5952 (voice)
617.812.0370 (fax)
www.ldpost.com
Voice Services:
IP telephony
Mobile services
Prepaid voice/data

Liquid Networx
PO Box 780099
San Antonio, TX 78278
866.547.8439 (voice)
www.liquidnetworx.com
Contact: Don Douglas
info@liquidnetworx.com
Primary Underlying Providers:
AT&T
CenturyLink
Cisco
CityNap
IBM
Level 3
Masergy
tw telecom
Windstream
XO
Voice Services:
Conferencing
Hosted PBX
Mobile services
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
BC/DR
Colocation/Data Center
Dark fiber
Desktop virtualization
Ethernet services
Hosted Email
Hosted infrastructure/platform
Hosted IT services
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Billing/OSS
Business applications
Consulting
Disaster recovery
Expense/Mobile management
Installation
Legal/Regulatory/Compliance
Premises systems/gear

M

MicroCorp Inc.
4901 Olde Towne Pkwy
Suite 200
Marietta, GA 30068
770.649.1919 (voice)
770.649.1717 (fax)
www.microcorp.com
Contact: Stacy Conrad
stacy@microcorp.com
Primary Underlying Providers:
8x8
ACC Business
AireSpring
AT&T
BCN Telecom
Birch
Bright House
Broadview
CenturyLink
Cogent
Colt
Comcast Business Class
Contingent
EarthLink
Evolve IP
FiberLight
Fusion
inContact
Integra
IntelePeer
Intercall
Internap
Level 3
Masergy
Momentum
NeoNova
NetWolves
Nitel
PGi
Powernet
QTS
Rapidscale
ShoreTel Sky
Spectrum Business
Sprint
Stratus Networks
TelePacific
Time Warner Cable
Verizon
VoxOx
West IP
Windstream
XO
Zayo
Voice Services:
Conferencing
Hosted PBX
Mobile services
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
Colocation/Data center services
Dark fiber
Desktop virtualization
Hosted email
Hosted infrastructure/platform
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Business services
Consulting
Expense/mobile management

Mitel
350 Legget Dr.
Kanata, ON K2K 2W7
613.592.2122 (voice)
msainfo@mitel.com
www.mitel.com
Primary Underlying Providers:
Blackberry
Microsoft
Vidyo
VM Ware
Voice Services:
Conferencing
Hosted PBX
Mobile
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
Desktop virtualization
Hosted infrastructure/platforms
Virtual servers
Support/Other Services:
Contact center
Expense/Mobile management

N

Namada.com
8 Buxley Court
Medford, NJ 08055-9174
609.953.7573 (voice)
www.namada.com
Contact: Joseph Horton
jh@namada.com
Primary Underlying Providers:
A+ Conferencing
Callture
iTeleCenter
United World
Voice Services:
Conferencing
International calling services
International call forwarding
services

Network Consulting Group
175 Yorba St.
Tustin, CA 92780
714-505-1050 (voice)
www.ncgtelecom.com
Contact: John Wheels
sales@ncgtelecom.com
Primary Underlying Providers:
ACC Business
AireSpring
Amazon Web Services
AT&T
CenturyLink
Comcast
Cox
EvolveIP
Level 3
Mitel
Rackspace
RingCentral
Sprint
Star2Star
Sonic.net
TelePacific
Telnes
Time Warner Cable
tw telecom
Vonage
Windstream
XO Communications
Zayo
Voice Services:
Dedicated local/LD
Hosted PBX
Mobile services
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
BC/DR
Ethernet services
Hosted email
Hosted infrastructure/platforms
Hosted Office IT services
Integrated access
Managed network services
Private line, Point to point
Virtual servers
Wireless data access
Support/Other Services:
Cloud services
Consulting
Expense auditing
Expense/mobile management
IaaS
Installation
Security services
Support/Other services

New Horizon Communications Group
420 Bedford St.
Suite 250
Lexington, MA 02420
800.600.4642 (voice)
www.nhcgrp.com
Contact: Glen Nelson
gnelson@nhcgrp.com
Primary Underlying Providers:
"Foremost providers of voice,
data and network services"
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
SIP trunking
VoIP

Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
Email
Ethernet services
Managed network services
MPLS VPN
Private line, Point to point
WAN optimization
WAN transport
Web hosting
Wireless data access
Support/Other Services:
Premises systems/gear

NTC - Nice Touch Communications
41 Union Square West
New York, NY 10003
212.584.2350 (voice)
www.nicetouch.net
info@nicetouch.net
Primary Underlying Providers:
American Telesis
AT&T
Broadview
Cbeyond
China Unicom
Cincinnati Bell
Colotraq
Comcast
CoreSite
Cox
Earthlink
Evolve IP
Frontier
GTT
Hudson Fiber
InterCall
Internap
KDDI
Latisys
Level 3
Lightower
LigthPath
Masergy
MegaPath
MetTel
NaviSite
Netwolves
NTT
PacNet
PCCW
Powernet
QTS
Shoretel
Sprint
Star2Star
Tata
Telefonica
Telehouse
TeleSphere
Telx
Time Warner Cable
T-Mobile
US Signal
West IP
Windstream
XO
Zayo
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid voice/data
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
Colocation/Data center services
Dark fiber
Hosted IT services
Ethernet services
Integrated access
Managed network services
MPLS VPN
Private line
Security/Firewall
Web hosting
Wireless data access
Support/Other Services:
AWS
Billing/OSS
Consultative carrier neutral options
DDoS Mitigation
Energy cost savings solutions
Energy audit
Expense/Mobile management
HVAC optimization
Lighting options
Metered rate reductions
Network threat detection
PCI compliance/audit
Pre & post sale support
Premises systems/gear
Project management
Tax rebates
Vulnerability management

TimelyBill®

Operations Support System

STAY AHEAD OF THE COMPETITION

Success in today's communications market will be achieved by providers who can rapidly quote, bundle and deliver complex products and services. TimelyBill's powerful billing engine can help you "race to the lead".

SCHEDULE A PERSONALIZED DEMO TODAY

954-889-6699 x9131 • TimelyBill.com • @TimelyBill

TimelyBill® is a billing and OSS designed for communications service providers. Whether your organization delivers VoIP, Triple Play or Quad Play, our single stack solution is designed to accommodate all of your back office needs.

O

Omni Solutions Inc.
101 Enterprise Ct
Columbus, GA 31909
(706)324-4226 (voice)
www.omnisolutionsinc.com
Contact: Randy Marshall
rmarshall@omnisolutionsinc.com
Primary Underlying Providers:
Over 60 Vendors including Carriers, Energy, Data Analytics, TeleHealth and Tech Partners.
Voice Services:
Dedicated local/LD
Hosted PBX
Mobile
SIP trunking
Toll free
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
BC/DR
Colocation/Data center services
Desktop virtualization
Ethernet services
Hosted email
Hosted IT services
Integrated access
International access
Managed network services
MPLS VPN
Private line
Point to point
SaaS
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Business Services
Consulting
Contact Center
Energy Services
Expense/mobile management
Installation
Legal/Regulatory/Compliance

On Track Communications
248 W. Main St.
Stoughton, WI 53589
608.873.3838 (voice)
608.873.4454 (fax)
www.ontrackcom.com
Contact: Bill Mansfield
bill@ontrackcom.com
Primary Underlying Providers:
ACC Business
AMI Communications
BCN Telecom
Broadvox
Charter Business
Contingent
Dialogue
EarthLink
Ernest Communications
NetOnTheRun
Nitel
Time Warner Cable
TNCI (Impact Telecom)
US Signal
West IP
Win
Windstream
Voice Services:
Dedicated local/LD
Hosted PBX
SIP trunking
Toll free
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
BC/DR
Colocation/Data Center services
Ethernet services
Fiber services
Hosted infrastructure
Hosted IT services
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
Web hosting
Wireless data access
Other/Support Services:
Consulting
Disaster recovery
Expense/Mobile management

OneSimCard.com
PO Box 481
Belmont, MA 02478
617.313.8888 (voice)
617.812.0370 (fax)
www.onesimcard.com
Contact: Roy Heimowitz
dealers@onesimcard.com
Primary Underlying Providers:
Belmont Telecom
More than 325 roaming networks in more than 200 countries
Services:
International prepaid voice/SMS/data services
IoT data services
M2M
Mobile roaming services
Prepaid voice/data services

OnviSource
1255 W. 15th St.
Suite 620
Plano, TX 75075
469.241.9200 (voice)
www.onvisource.com
info@onvisource.com
Voice Services:
Call center services
Dedicated local/LD
Hosted PBX
SIP trunking
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
Hosted IT services
Private line
SaaS
Wireless data access
Other/Support Services:
Business services

OSSTelco
445 Broadhollow Rd.
Suite CL 42
Melville, NY 11747
866.677.8352 (voice)
www.osstelco.com
Contact: James Ulrich
julrich@osstelco.com
Primary Underlying Providers:
8x8
ACC Business
AireSpring
Arkadin
AT&T
Birch
Broadview Networks
Bullseye Telecom
Cbeyond
CenturyLink
Charter
Cogent
Cologix
Comcast
Dynalink
EarthLink
Equinix
EvolveIP
InContact
Intelepeer
InterNap
Io Data Centers
Level 3
Lightower
Lightpath
Masergy
NetWolves
Nitel
PacNet
PGi
RapidScale
ShoreTel
SoundConnect
Spectrotel
Sprint
Telecom Recovert
TeleSphere
Telnes
Telx
Thinking Phones
Time Warner Cable
T-Mobile
tw telecom
Unitas Global
UNSi
Verizon
Viawest
Windstream
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
Colocation/Data center services
Email
Ethernet services
Hosted infrastructure/platforms
Hosted Office IT services
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Billing/OSS
Business services
Energy services
Expense/Mobile management
Premises systems/gear

P

P2 Telecom, LLC
53 Larkin St.
Stamford, CT 06907
203.388.7250 (voice)
www.p2telecom.com
Contact: Bill Patchett
BPatchett@p2telecom.com
Primary Underlying Providers:
AT&T
Bandwave
Broadsmart
Charter
Conference Group
Broadview
American Telesis
BullsEye
Comcast
Earthlink
Globainx
MetTel
New Horizons
Nitel
Time Warner Cable
Thinking Phones
Telnes
Spectrotel
Transbeam
Optimum
CenturyLink
Sprint
Windstream
XO
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid voice/data
SIP trunking
VoIP
Unified communications
Data/Network Services:
Colocation/Data Center services
Dark fiber
Desktop virtualization
Hosted email
Ethernet services
Hosted infrastructure/platforms
Hosted Office IT services
Integrated access
Private line, Point to point
Storage
Web hosting
Wireless data access
Support/Other Services:
Business services
Consulting
Expense/Mobile management

Phone Tech Communications, Inc.
6004 W 146th St.
Overland Park, KS 66223
913.345.0437 (voice)
www.phonecommunications.com
info@phonecommunications.com
Contact: Vivek Dayal
vivek@phonecommunications.com
Primary Underlying Providers:
A+ Conferencing
ACC Business
Access2Go
AireSpring
AT&T
Bandwave
CenturyLink
Covad
Ernest Communications
Global Crossing
Level 3
MegaPath
New Edge
NBS
Nitel
Sprint
TelePacific
Time Warner Cable BC
TouchTone
tw telecom
Verizon
Windstream
XO
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
SIP trunking
Toll free
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
Colocation/Data Center services
Integrated access
Managed network services
MPLS VPN
Private line, Point to point
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Business services
IT Integration services
Premises systems/gear

PlanetOne Communications Inc.
9845 E. Bell Rd.
Suite 130
Scottsdale, AZ, 85260
877.487.8353 (voice)
480.596.3334 (fax)
www.planetone.net
Contact: Lauren Shapiro
lauren.shapiro@planetone.net
Primary Underlying Providers:
ACC
AT&T
BCN
Birch
CenturyLink
Cogent
Corvisa
EarthLink
EvolveIP
GTT
inContact
Integra
IntelePeer
Internap
Latisys
Level 3
Lightower
Masergy
MegaPath
Mitel
NetWolves
Nitel
NuveStack
NTT
PGI
QTS
Rackspace
Retarus
ScaleMatrix
Shoretel
TelePacific
TeleSphere
Telness
Telx
Thinking Phones
T-Mobile
Vonage
Windstream
XO
Zayo
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
BC/DR
Colocation/Data Center services
Dark fiber
Desktop virtualization
Hosted email
Hosted Office/IT services
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to Point
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Business services
Expense/Mobile management
Financial services

Premier Companies
415 N. Prince St., Ste. 200
Lancaster, PA 17603
888.581.1231 (voice)
www.premiercompaniesllc.com
Contact: Daryl Heller
dheller@premiercompaniesllc.com
Primary Underlying Providers:
ACC
AT&T
AT&T Wireless
Broadview
CenturyLink
Global Crossing
Level 3
Sprint
TNCI (Impact Telecom)
Verizon
Verizon Wireless
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid voice/data
SIP trunking
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
Colocation/Data center services
Managed network services
Private line, Point to point
Security/Firewall
WAN optimization
Web hosting
Wireless data access
Other/Support Services:
Billing/OSS
Consulting
Contact center
Expense management
Premises systems/gear

PSI Networks Inc.
24800 Chrisanta Dr.
Suite 250
Mission Viejo, CA 92691
800.377.0049 (voice)
www.psi-net.com
sales@psi-net.com
Primary Underlying Providers:
8x8
ACC Business
Ajubeo
AT&T
Broadvoice
BullsEye
California Internet
Cbeyond
CenturyLink
Charter Spectrum
Comcast
Cox
Datapipe
Earthlink
Effortless Office
Egnyte
Evolve IP
IntelePeer
InterNap
Kumo Technology
Level 3
Masergy
Matrix
MHO Networks
Mitel
NaviSite
NetFortris
NewCloud
Nextiva
NexVortex
Nitel
NTT
Peak 10
PGi
Rackspace
RapidScale
Redit
Savvis
Server Central
SI
ShoreTel Sky
SoftLayer
Sonic.net
Sprint
Star2Star
TechMD
Telekenex
TelePacific
Telnes
Time Warner Cable
T-Mobile
Unitas Global
Utility Telephone
Vectus
Verizon
Vigilant
Windstream
X2nSat

Three Months Free
See Notes Below

BBCOM

DID Origination Promo

Unlimited DID Origination Per Session
Domestic US & 56+ Global Countries

Save Big by Reducing Your Multi-Vendor Trunks to a Single Nationwide Trunk and Eliminate the Expensive Idle Sessions.

1) Single Trunk, Single Vendor, Nationwide Coverage
2) Highest Trunk Group Utility Statistics
3) Largest DID Footprint in US & Canada
4) Also Available, 56+ Countries Globally
5) Applies to all New Customers & DID Services
6) Optional Traffic Spike Protection
7) Same-Day Activation

Domestic Rate Offer:

20 Sessions: $199.00
50 Sessions: $299.00
100 Sessions: $399.00

Sign up and Receive Three Months of Free Sessions with a One Year Agreement. Offer Good Through 3Q, 2016.

info@bbcom.com
888-243-0739 | 213-799-1705

XCast
XO
Zayo
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid voice/data
SIP trunking
Toll free
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center services
Dark Fiber
Desktop virtualization
Ethernet services
Hosted email
Hosted infrastructure/platforms
Hosted IT services
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Energy services
Expense/Mobile management

R

Rittenhouse Communications
1616 Walnut St., Suite 600
Philadelphia, PA 19107
215.600.0019 (voice)
215.240.8006 (fax)
www.rittenhousecom.com
contact@rittenhousecom.com
Primary Underlying Providers:
Alteva
Ancero
AT&T
ATC
Bandwave
Broadview
BullsEye
CenturyLink
Cogent
Comcast
Covad
DynaLink
EvolveIP
Granite
InPhonex
Line Systems
Masergy
MetTel
NetCarrier
New Edge
Optimum
Paramount Communications
PGi
Reliance Globalcom
Speakeasy
Spectrol
Vantage Communications
Verizon
Whaleback
Windstream
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Ethernet services
Integrated access
Managed network services
MPLS VPN
Private line, Point to point
Storage
WAN optimization
Web hosting
Wireless data access
Voice Services:
Premises systems/gear

S

Sandler Partners
1200 Artesia Blvd.
Suite 305
Hermosa Beach, CA 90254
310.861.2244 (voice)
www.sandlerpartners.com
sales@sandlerpartners.com
Primary Underlying Providers:
2Talk
ACC Business
Access One
Adigo
Advantix Solutions Group
AireSpring
AIS
Alpheus Communications
ANPI
AT&T
AT&T Wireless
BCN Solutions Express
Birch Communications
BlueSquare Resolutions
Broad Sky Networks
Broadview Networks
Broadvoice
California Internet
Calltower
CCI Network Services
CenturyLink
China Unicom
Cogent
Comcast
Cox
Digium
EarthLink Business
EnTelegent Solutions
FiberLight
Frontier
Global Capacity
Granite
GTT
Highwinds
Host.net
Impact Telecom
inContact
Integra
Intermedia
Internap
Level 3
Masergy
MegaPath
Mitel
NeoNova
NetFortris
Netwolves
Nitel
NewCloud Networks
NTT America
One Ring Networks
PGi
Powernet
Rackspace
RapidScale
RingCentral
Rogers
Silver Star Telecom
SimpleSignal
Skyriver
Sonic.net
Spectrum Business
SpotCheck Technology
Sprint
Sprint Wireless
TelePacific
Telesphere
Telness Broadband
Telx
T-Mobile
Time Warner Cable
TouchTone
Towerstream
tw telecom
Utility Telephone
Verizon
Verizon Wireless
ViaWest
Virsage
Vonage
Voxox
West IP
Wilcon
Windstream
Wireless Watchdogs
Wolfe Internet Access
XCast
XO
Zayo Group
ZeroOutages
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid voice/data services
SIP trunking
Toll free
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center services
Desktop virtualization
Ethernet services
Hosted email
Hosted IT services
IaaS/PaaS
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
SaaS
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Business applications
Consulting
Contact center
Expense/Mobile management
Installation
Premises systems/gear

Sarco Communications Inc.
1580 Chapel St.
New Haven, CT 06511
203.777.1234 (voice)
203.724.5952 (fax)
www.sarcocommunications.com
Primary Underlying Provider:
AT&T
Voice Services:
Corporate calling card
Emergency services
Hosted
Local
Outbound long distance
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Ethernet
MPLS-VPN
Private line
Video

Sierra Business Solutions
1133 Airline Dr. Ste. 2200
Grapevine, TX 76051
817.442.8566 (voice)
419.730.3767
www.sierrabiz.com
Contact: Scott Hailey
scotth@sierrabiz.com
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
SIP trunking
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
BC/DR
Colocation/Data center services
Desktop virtualization
Hosted email
Hosted infrastructure/platforms
Hosted Office IT services
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
Web hosting
Other/Support Services:
Consulting
Energy services
Expense/mobile management
Premises systems/gear

SimpleComm Solutions Inc.
125 N. Halsted St., Suite 302
Chicago, IL 60661
312.715.1600 (voice)
312.715.1595 (fax)
www.simplecomm.net
Primary Underlying Providers:
AccessOne
AT&T
Cogent
Comcast
Converged Communications
Earthlink
First Communications
Grapevine
InterCall
Internap
Level 3
Lower Electric
MegaPath
Prime Communication
Sprint
Stratosphere Networks
T-Mobile
US Signal
Verizon Wireless
XO
Zayo
Voice Services:
Conferencing
Dedicated local/LD
Mobile services
Toll free
SIP trunking
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Colocation/Data center services
Ethernet services
Integrated access
Managed network services
MPLS VPN
Private line, Point to point
Storage
Virtual servers
Wireless data access
Support/Other Services:
Business services
Energy services
Premises systems/gear

Smith Communications Group
1119 Sandstone Rd.
Greensburg, PA 15601
724.850.7979 (voice)
724.552.0123 (fax)
www.smithcommgroup.com
info@smithcommgroup.com
Contact: Curt Smith
csmith@smithcommgroup.com
Primary Underlying Providers:
AboveNet
ACC Business
AT&T
CenturyLink
Level 3
tw telecom
XO
Voice Services:
Dedicated local/LD
Toll free
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Dark Fiber
Ethernet services
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Support/Other Services:
Energy services

SOVA, Inc.
18 Maffett St.
Plains, PA 18705
570.824.6800 (voice)
www.sova.com
gene@sova.com
Primary Underlying Providers:
Frontier
Verizon
Verizon Cloud
Verizon Wireless
Voice Services:
Dedicated local/LD
Hosted PBX
Mobile services
SIP trunking
Toll free
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center services
Ethernet services
IaaS/PaaS
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
SaaS
Storage
Virtual servers
Wireless data access
Support/Other Services:
Consulting

Spectrum Inc.
9145 Governors Way
Cincinnati, OH 45249
513.697.2000 (voice)
513.697.2001 (fax)
www.3spectrum.com
Primary Underlying Providers:
CenturyLink
Level 3
PGi
TNCI (Impact Telecom)
XO
Voice Services:
Mobile services
Data/Network Services:
Broadband services
Wireless data access
Support/Other Services:
Expense/Mobile management

StrataCore
2320 2nd Ave.
Suite 2100
Seattle WA 98121
206.686.3211 (voice)
www.stratacore.com
info@stratacore.com
Primary Underlying Providers:
AT&T
CenturyLink
China Telecom
DataPipe
Digital Fotress
Digital Realty
Edge Cast
Integra
Inteliquent
Interxion
io Data Centers
Latisys
Level 3
Limelight
NaviSite
Pacnet
QTS
Sabey Data Centers
Server Central
SoftLayer
Spectrum
Sungard
Tata
Telx
The Westin Building
Tier 3
TierPoint
Verizon
WCI
Wowrack
Voice Services:
Dedicated local/LD
SIP trunking
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Colocation/Data center
Hosted infrastructure/platforms
MPLS
WAN transport
Web hosting
Wholesale Internet

T

T-1 Connections Inc.
877.673.3781 (voice)
www.t-1connections.com
Contact: Robert Fox
rfox@t-1c.com
Voice Services:
Call center services
Dedicated local/LD
Prepaid voice/data
SIP trunking
Toll free
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Integrated access
Private line, Point to point
Support/Other Services:
Premises systems/gear

T1 Solutions
PO Box 12232
Research Triangle Park
North Carolina 27709-2232
800.360.4864 (voice)
www.t1solutions.com
info@t1solutions.com
Primary Underlying Providers:
ACC Business
Access Point
American Telesis
AT&T
Cbeyond
Embarq/CenturyLink
First Communication
Level 3
MegaPath
Nitel
Paetec
Sprint
TelePacific
Time Warner Cable
Windstream
Verizon
XO
Voice Services:
SIP trunking
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Ethernet services

YOU ARE THE SERVICE PROVIDER.
YOU HAVE MOUNTAINS TO CLIMB.

VOIP LOGIC
GIVES YOU THE BEST
PLATFORM USING THE LEADING
TECHNOLOGIES TO RUN YOUR
HOSTED PBX BUSINESS.

CONTROL:

VoIP Logic allows you all of the control associated with facility ownership.
This allows you to adapt your offer, differentiate from your competition, evolve with the market,
retain ownership of your customer data, add new services, features and devices, choose network providers
and prioritize your technical objectives.

FLEXIBILITY:

VoIP Logic provides you the flexibility to determine your cost basis and the options which give your business a distinct advantage. This flexibility puts the key decisions about choosing your network carriers, bandwidth access, devices, services, features, platform add-ons and external integrations in your hands.

VoIPLogic

ITS YOUR SUMMIT. LET US BE YOUR SHERPAS.

www.voiplogic.com

Integrated access
MPLS VPN
Private line, Point to point

T2 Technologies
4610 Ulster St #150
Denver, CO 80237
303.762.1100 (voice)
866.296.7888 (fax)
www.t2technologies.com
info@T2technologies.com
Voice Services:
Conferencing
Dedicated local/LD
E911
Hosted VoIP
Mobile services
Network monitoring
SIP trunking
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn),
Hosted mail
Hosted IT services
Integrated access
Managed network services
MPLS VPN
Private line, Point to point
Wireless data access
Support/Other Services:
Consulting
Installation
Premises systems/gear

TBI Inc.
8770 West Bryn Mawr Ave.
Chicago, IL 60631
847.465.4500 (voice)
www.tbicom.com
Contact: Amanda Marquez
info@tbicom.com
Primary Underlying Providers:
8x8
ACC Business
Advantix
Airespring
ANPI
Arkadin
BCN Telecom
Birch
Bright House
CenturyLink
Cogent
Comcast Business
EarthLink Business
Evolve IP
Ernest
First Communications
Five 9
Fortis
Frontier
Fusion
Fuze
Granite
GTT
inContact
Integra
Intelepeer
Intercall
IT Savvy
JMark
Level 3
Lightower
Masergy
Mediacom
MegaPath
MetTel
Mitel
NeoNova
Netcarrier
Netwolves
New Horizon Communications
Nitel
NTT
OneStream
PCCW
PGi
Rackspace
Rapidscale
Reallinx
Rootaxcess
Singlehop
Smart Choice
Spectrum
Sprint
Suddenlink
Teligistics
Tierpoint
T-Mobile
Telepacific
Telnes
Telx
Time Warner Cable Business
Class
TruMobility
US Signal
Verizon
Vonage
Voxox
West IP
Whoa
Windstream
WOW Business
XO Communications
Zayo
Voice Services:
Conferencing
Dedicated Local/LD
Hosted PBX
Mobile services
Prepaid
SIP trunking
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
BC/DR
Colocation/Data Center services
Dark fiber
Desktop virtualization
Hosted email
Hosted infrastructure/platforms
Hosted Office IT services
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Billing/OSS
Business services
Expense/Mobile management

TDM, Inc
7608 Hwy 146
Suite 300
PeWee Valley KY 40056
502.244.1668 (voice)
502.245.1155 (fax)
www.TDM100.com
Contact: Brad Fenton
bradf@tdm.cc
Primary Underlying Providers:
8x8
Access2Go
Access Point
ACD.net
Airespring
Airnet
Alteva
American Telesis
Arena One
AT&T
Audian
Bandwave
BCN
Bigleaf
Birch
Bright House
BroadSky
Broadview
Broadvoice
Bulk TV
BullsEye
Cablevision
CCI
Centurylink
Cincinnati Bell
Cloud South
Cogent
Comcast
Contingent
Convey
Corvisa
Cox
Curvature
Dynalink
Earthlink
Ecessa
Entelegent
Forethought
FreeConferenceCall.com
Frontier
Fusion
GRMS
Global Wholesale
Granite
Hurricane Electric
inContact
Integra
IPitomy
Jive
Level 3
Lightower
Lightpath
Masergy
Mediacom
MegaPath
Megaport
MetTel
Mitel
Net Access
NetWolves
New Cloud
New Horizons
Nextiva
ngenx
Nitel
NTT
OneStream
Optimum
Peak 10
PGi
Powernet
RapidScale
RCN
Retarus
Ring Central
Samsung
Singtel
SIPBound
SMS Cuba
Sonic.net
Spectrotel
Spectrum Business
Spirit
Sprint
Suddenlink
TDM Inc.
TelePacific
Tellennium
Telnes
telx
The Conference Group
Tierpoint
Time Warner Cable BC
TouchTone
Transbeam
U4
USAD
Verizon
Viawest
Virsage
Vonage
Wave
West IP
Windstream
Wireless Analytics
WOW
XO
X Roads
XSi
Voice Services:
Conferencing
Dedicated Local/LD
Hosted PBX
Mobile
SIP Trunking
VoIP
Unified Communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
BC/DR
Colocation/Data Center
Desktop virtualization
Hosted email
Hosted infrastructure/platforms
Hosted Office IT services
Integrated access
International access
Managed network services
MPLS VPN
Private line
Point to point
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Expense/mobile management

Tech Data Mobile Solutions & Retail
5350 Tech Data Drive
Clearwater, FL 33760
800.237.8931 ext. 83662 (voice)
www.techdata.com/tdmobility
TDM_productmarketing@techdata.com
Primary Underlying Providers:
AT&T
Sony
Sprint
Symantec
T-Mobile
Verizon
VMWare
Services:
Mobile devices
Mobile lifecycle management
Premises systems/gear
Turnkey wireless services

Technology Management Solutions
1443 E. Washington Blvd.
Pasadena, CA 91104
800.519.1872 (voice)
www.tms-tech.com
info@tms-tech.com
Contact: Ralph Teel
rteel@tms-tech.com
Voice Services:
VoIP
Data/Network Services:
Access (DS0-0Cn)
BC/DR
Hosted email
Hosted infrastructure/platforms
Hosted IT services
Integrated access
Managed network services
Private line, Point to point
Security/Firewall
Web hosting
Support/Other Services:
Business services
Consulting
Disaster recovery
Installation
Legal/Regulatory/Compliance
Premises systems/gear

Tel-Affinity Corp
888.419.6722 (voice)
781.433.0951 (fax)
www.tel-affinity.com
info@tel-affinity.com
Primary Underlying Providers:
A+ Conferencing
ACC Business
Access One
AireSpring
Allegiance Telecom
American Telesis
AT&T
CenturyLink
MegaPath
Sprint
TelePacific
TMC
Verizon
Windstream
XO
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid voice/data
SIP trunking
Toll free
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
BC/DR
Colocation/Data center services
Hosted email
Ethernet services
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Web hosting
Wireless data access
Support/Other Services:
Billing/OSS
Business services
Disaster recovery
Expense/mobile management

Telarus, Inc
45 W Sego Lily Dr.
Suite 220
Sandy, UT 84070
877.346.3232 (voice)
www.telarus.com
Primary Underlying Providers:
365 Data Centers
ACC Business
Accel Networks
AccuConference
Advantix
AireSpring
Alpheus
AT&T
bigleaf
Birch
Bright House
Broad Sky
Broadview
C7 Data Centers
CentraCom
Centurylink
Cogent
Cologix
Comcast
Comm-Core
CoreSite
Corvisa
DukeNet
Earthlink
Exede
Expereo
Freewire
Frontier
Global Capacity
Grande
Granite
GTT
inContact
Inegra
Jive
Level 3
Lightower
Lightpath
Masergy
MegaPath
Momentum
NetWolves
New Cloud
Nitel
NTT
Nuvestack
Optimum
Peak10
Powernet
QTS
Rackspace
RapidScale
Reallinx
ShoreTel
Spectrum Business
StartingMeeting
Suddenlink
TelePacific
TeleSphere
Telnes
Telx
tieroint
Time Warner Cable Business
Class
Unitas Global
USA Digital
Verizon
ViaWest
VocalIP Networx
Vonage
VX Suite
West IP
Windstream
WOW! Business
XO
YipTel
Zayo
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid voice/data
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-0Cn)
BC/DR
Colocation/Data Center
Dark fiber
Desktop virtualization
Hosted email
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Billing/OSS
Business services
Consulting
Expense/Mobile management
Installation

TelcoIQ
4300 Forbes Blvd.
Suite 210
Lanham, MD 20706
202.595.1500 (voice)
www.telcoiq.com
contact@telcoiq.com
Primary Underlying Providers:
ACC Business
AT&T
Cavalier
Cogent
Covad
Global Crossing
Level 3
Masergy
MegaPath
New Edge
Nuvox
Paetec
Qwest
Savvis
Speakeasy
Sprint
West IP
XO
Xspedius
Voice Services:
Dedicated local/LD
Hosted PBX
Prepaid voice/data
SIP trunking

VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DSO-OCn)
Colocation/Data center services
Ethernet services
Integrated acess
MPLS VPN
Private line, Point to point
Support/Other Services:
Contact center
Installation

Telcombrokers
888.853.9664 (voice)
www.telcombrokers.com
Primary Underlying Providers:
ANPI
Broadsmart
CenturyLink
DynaLink
EarthLink
Expereo
West IP
Widepoint
Voice Services:
Conferencing
Dedicated Local/LD
Hosted PBX
Mobile
SIP trunking
Toll free
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
BC/DR
Colocation/Data Center services
Desktop virtualization
Email
Ethernet services
Hosted email
Hosted infrastructure/platforms
Hosted IT services
Integrated access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Web hosting
Wireless data access
Support/Other Services:
Business services
Disaster recovery
Expense/Mobile management

Telcorp International
11650 Olio Road
Suite 1000-287
Fishers, IN 46037
317.849.5239 (voice)
317.578.0394 (fax)
www.telcorpinternational.com
bob@telcorpinternational.com
Primary Underlying Providers:
8x8
Access2Go
Access Point
AireSpring
ArenaOne
AT&T
Audian
bigleaf
Brighthouse
Broadview
BullsEye
CenturyLink
Cablevision
Cogent
Comcast
Contigent
Cox
Corvisa
Curvature
DynaLink
Earthlink
ForeThought
FreeConferenceCall.com
Frontier
Fusion
Global Wholesale Telecom
Granite
Hurricane Electric
inContact
Integra
IPitomy
Jive
Level 3
Lightower
Lightpath
Mammoth
Mediacom
MegaPath
Megaport
MetTel
Mitel
Net Access
NetWolves
New Horizons
Nextiva
Nitel
NTT
Optimum
PCCW Global
PGi
Powernet
RapidScale
RCN
RingCentral
Samsung
Shaw
Singtel
Sonic.net
Spectrotel
Spectrum Business
Sprint
SuddenLink
Telnes
TelePacific
Telx
The Conference Group
Time Warner Cable Business Class
TouchTone
Transbeam
USAD
Verizon
ViaWest
Virsage
Vonage
Wave
West IP
Windstream
Wireless Analytics
WOW! Business
XO
X Roads
XSi
Voice Services:
Conferencing
Hosted PBX
Call center services
IP Telephony
SIP Trunking
VoIP
Data/Network Services:
Access (dial-up, DSL, Cable, T1)
Access (DSO-OCn)
BC/DR
Collocation/Data Center services
Ethernet Services
Managed Network services
MPLS VPN
Private line, Point to Point
Support/Other Services:
Installation
Premises systems/gear

TeleCHOICE
11556 Willow Garden S
Windermere, FL 34786
888.735.3535 (voice)
407.351.4949 (voice)
www.telechoice.net
contact@telechoice.net
Primary Underlying Providers:
ACC Business
AireSpring
BCN
Broadview
BullsEye
Cbeyond
CenturyLink
Cogent
Earthlink
EvolveIP
FiberLight
InContact
Integra
IntelePeer
InterCall
InterNap
Level 3
LiveOps
Masergy
Nitel
NTT
Paetec
PGi
RapidScale
Singtel
Smoothstone
Tata
TCN
TelePacific
Windstream
XO
"More than 70 top providers"
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
SIP Trunking
Toll free
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
BC/DR
Contact center services
Colocation/Data center
Dark Fiber
Ethernet services
Hosted email
Hosted IT services
Iaas/PaaS
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
SaaS
Security/Firewall
Storage
Virtual desktop
Virtual servers
Support/Other Services:
Billing/OSS
Business services
Consulting

Telecom Consulting Group
602 E. McNab Rd.
Pompano Beach, FL 33069
954.776.5000 (voice)
www.tcg-partners.com
Contact: Dan Pirigyi
dan@tcg-partners.com
Primary Underlying Providers:
ACC Business
Access Point
Airespring
ANPI
Aptech
AT&T
Atlantic Broadband
Bright House
Broad Sky Networks
Broadsmart
Broadvox
BullsEye Telecom
CallTower
CenturyLink
Charter
Cogent

24/7/365
NEVER OUTSOURCED

HIGH RESIDUALS
Platinum Master Agents:
CNSG
TBI
Telecom Brokers
TCG

UP FRONT SPIFFS
Paid On Contract Signature
Up to 200% MRC

BECOME NETCARRIER CERTIFIED
Get Paid For Installs

ACCESS AGNOSTIC
Cable Broadband
ILEC Broadband
Ethernet Over Fiber
Ethernet Over Copper

AWARD WINNING
2016 Best Channel Deployment – UC & VoIP
2015 Best Customer Service
2014 Best in SIP
TBI Triumph Of The Month

www.netcarrier.com
855-NCLOUD4

netcarrier™ telecom

EVERY CUSTOMER MATTERS
WE SUPPORT CUSTOMERS OF ALL SIZES SINCE 1996

TRADITIONAL SERVICES:
Dynamic PRI
MPLS
T1, Ethernet Copper, and Fiber DIA

NEXT GENERATION SERVICES:
PRI Over Broadband
POTS Over Broadband
SIP Trunks
xStream Broadband (up to 500MB)

CLOUD BASED SERVICES:
nCloud Hosted PBX
ViewME Video Conferencing

tpp EXPO'16

THE SHOW FOR PREPAID WIRELESS & SERVICES

REGISTER EARLY AND SAVE!

FREE EXHIBIT HALL PASS
$150 2-DAY ALL ACCESS PASS

THROUGH JULY 31, WITH PROMO CODE **CHANNEL**

THE PREPAID PRESS EXPO

AUGUST 9-10 · 2016 · PLANET HOLLYWOOD, LAS VEGAS

Don't miss the industry's biggest event for prepaid wireless and services.

The Prepaid Press Expo gives you access to all levels of the prepaid wireless distribution chain, and all variations of prepaid services. With two full days of activities, including brand new events on the exhibit hall floor, and a comprehensive conference program focusing on new opportunities for prepaid providers, **tppEXPO'16** promises the best attendee experience to date.

NETWORK

Companies you will meet:

- Devices
- Digital Payments
- Gift Cards
- International Long Distance
- Loyalty Programs
- Mobile Finance
- Open Loop Payments
- Wireless & Top Up Services

LEARN

What you will learn:

- The secrets to becoming a successful MVNO
- How 5G will impact prepaid wireless
- Why closed loop mobile wallets continue to thrive
- How new regulations may affect your business
- The latest trends in top up

BOOTH SPACE FROM $4,199 THROUGH JULY 1

TO SPONSOR OR EXHIBIT, CONTACT LISA BROWN AT EXPO@PREPAIDPRESSEXPO.COM OR 866.203.2334 EXT. 505

PLATINUM SPONSORS

BOSS REVOLUTION unite your worlds · cricket wireless · POSH MOBILE · RAZA .com keep talking · Red Pocket MOBILE · VIDAPAY A CENTRA Company

GOLD SPONSORS

Global Service Solutions Got Prepaid? · NOBEL · nuu mobile · SKY DEVICES

SILVER SPONSORS

reup mobile · ultra mobile

PARTY SPONSORS

epay · Red Pocket MOBILE

ASSOCIATION PARTNERS

MSBA · NBPCA · RGCA

MEDIA PARTNERS

CHANNEL VISION · DIGITAL TRANSACTIONS · ISO&AGENT · Payments Journal · SOURCE MEDIA · The Green Sheet · NILSEN REPORT · the PrepaidPress

EXPO@PREPAIDPRESSEXPO.COM | PREPAIDPRESSEXPO.COM |

Comcast
Conference Group
Cox
Digium
EarthLink
Equinix
Fiberlight
FPL Fibernet
Frontier
Global Capacity
GTT
Green Cloud
HiQ Data
Host.net
iM Integrated
Impact Telecom
inContact
iNet Communications
Integra
Intercall
Internap
IP FONE
JIVE
Level 3
LiveOps
Mediacom
MegaPath
MetTel
Momentum Telecom
Netcarrier
Netfortris
NetWolves
NeoNova
Nexogy
Nextiva
Nitel
Optimum Cable
PGi
Powernet
QTS
QxC Communications
Rackspace
Rapidscale
Reallinx
Sprint
Star2Star
Start Meeting
Suddenlink
Sungard
TelePacific
Telnes
Thinking Phones
Time Warner Cable
Towerstream
Verizon
ViaWest
Vonage
West IP
WHOA.com
Windstream
WOW Business
X2NSat
XO
Zayo
Zirrus Group

Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
SIP trunking
Unified communications
VoIP

Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data center
Dark fiber
Desktop virtualization
Ethernet services
Hosted email
Hosted infrastructure/platforms
Hosted Office IT services
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Storage
Virtual servers
Wireless data access

Support/Other Services:
Consulting

Telecommunications On Demand, Inc.

1 S. 2nd St.
Pottsville, PA 17961
570.581.8300 (voice)
484.229.0707 (fax)
www.tcdemand.com
admin@tcdemand.com
Contact: Jeffrey Bornstein
jeff@tcdemand.com
Services:
Business process services
Contact center services
Energy services
Telemarketing services
Web content services

TeleDomain Inc.

131 W 35th St
8th Fl.
New York, NY 10001
516.504-9448 (voice)
www.teledomains.com
info@teledomans.com

Primary Underlying Providers:
AboveNet
ACC
Access Point
AireSpring
American Telesis
ANPI
AT&T
ATC
Broadsmart
Broadview
CenturyLink
Cogent
Dialog
DynaLink
Earthlink
iZigg
Level 3
Lightower
LoopUp
MegaPath
Mettel
NetWolves
New Horizon
Optimum Lightpath
Powernet
PGi
RCN
SpectroTel
Telecom Recovery
TelePacific
telx
Time Warner cable
TouchTone
TowerStream
Transbeam
Verizon
VoDa Networks
West IP
Windstream

Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid voice/data
SIP trunking
VoIP
Toll Free
Wholesale termination

Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Colocation/Data Center services
Ethernet services
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Storage
WAN optimization

Support/Other Services:
Installation
Premises systems/gear

Telegration, Inc

905 W. Maple Rd.
Clawson, MI 48017
248.284.6700 (voice)
800.860.6571 (fax)
www.telegration.com
Contact: Heather Conaway
hconaway@telegration.net

Primary Underlying Providers:
123Net
ACD
AireSpring
AT&T
Birch
Bright House
Broadview
BullsEye
CenturyLink
Comcast
Comlink
Earthlink
EvolveIP
First Communications
Fusion
Grid4
inContact
Integra
Level 3
Lynx
Masergy
MegaPath
nexVortex
Nitel
PGi
QTS
Retarus
ShoreTel Sky
Spectrum Business
Star2Star
TDS
TelNet
Telesystem
Thinking Phones
Time Warner Cable Business Class
US Signal
Windstream
WOW! Business
XO

Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile
SIP trunking
Toll free
VoIP

Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center
Content delivery network
Dark fiber
Ethernet services
Hosted email
Hosted infrastructure/platforms
Integrated access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
WAN optimization
Web hosting
Wireless data access

Support/Other Services:
Billing/OSS
Business services
Expense/Mobile management

THE 2016

INCOMPAS SHOW

OCTOBER 23-26, 2016 | DALLAS, TEXAS

THE INCOMPAS SHOW IS THE PLACE FOR THE COMMUNICATIONS INDUSTRY TO:

- Make deals
- Benefit from education by industry experts
- Stay at the forefront of the latest industry news and trends
- Connect with new business partners

PUT YOURSELF IN THE BEST POSITION TO DO BUSINESS THIS FALL IN DALLAS!

SHOW.INCOMPAS.ORG

Location-based services
Premises systems/gear

TeleProviders Inc.
23461 Southpointe Dr.
Suite 185
Laguna Hills, CA 92653
888.999.4244 (voice)
888.999.5801 (fax)
www.teleproviders.com
contact@teleproviders.com
Primary Underlying Providers:
365 Data Centers
8x8
ACC Business
AIS
AT&T
Birch
C7
CallTower
CDN
CenturyLink
Cobalt
Cogent
Cologix
Colt
CoreSite
Cox
CyberlinkASP
DataPipe
Digital Realty
Dimension Data
Earthlink
Equinix
EvolveIP
Filesanywhere.com
GreenCloud
GTT
Hosting
Internap
Interxion
IO
KDDI
Level 3
Lightower
Masery
Megaport
MetTel
Mitel
NaviSite
NetFortris
nGenx
Nitel
NTT
PCCW
Peak 10
PGi
PhoenixNAP
QTS
Rackspace
RagingWire
Redit.
RapidScale
ScaleMatrix
SingleHop
Singtel
SoftLayer
Sungard
Telehouse
TelePacific
Telesphere
Telstra
Telx
Terremark
Thinking Phones
Time Warner Cable Business Class
TowerStream
Unitas Global
ViaWest
Verizon
Vonage
West IP
Wilcon
Windstream
Wolfe
XO
Zayo
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Colocation/Data Center services
Hosted infrastructure/platforms
Integrated access
International access
Managed network services
Private line, Point to point
Wireless data access

TheTechDepot.com
952 Kinwat Ave
Baltimore, MD 21221
443.865.3080 (voice)
866.441.0074 (fax)
www.thetechdepot.com
Contact: Chuck Anthony
chuck@thetechdepot.com
Primary Underlying Providers:
ACC Business
BroadSky
Covad
MegaPath
One Communications
Sprint
T-Mobile
UCN
Verizon
XO
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid voice/Data services
SIP trunking
Toll free
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Colocation/Data Center services
Desktop virtualization
Ethernet Services
Hosted email
Hosted IT services
IaaS/PaaS
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Storage
Virtual servers
WAN optimization
Web design
Web hosting
Wireless data access
Support/Other Services:
Consulting
Expense/Mobile management

Top Speed Data Communications
1310 Redwood Way
Suite 200
Petaluma, CA 94954
707.242.8266 (voice)
707.795.3050 (fax)
www.topspeeddata.com
glenn@topspeeddata.com
Primary Underlying Providers:
ACC Business
Allworx
AT&T
BroadSky
CenturyLink
Charter Business
Comcast
EarthLink
Integra
InterCall
Level 3
Masergy
MegaPath
Nitel
PGi
Quest
Skyriver
Sonic.net
Spectrum
Sprint
Stratus
TelePacific
Time Warner Cable
tw telecom
Utility Telephone
Vista Broadband
Widepoint
Windstream
XCast
X2nSat
XO
Zayo
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
SIP Trunking
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Ethernet services
Integrated access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Wireless data access
Support/Other Services:
Disaster recovery
Expense/Mobile management
GPS

Torrent Technologies Inc.
30711 Zims Ln
Grand Rapids, MN 55744
218.327.9025 (voice)
218.327.9024 (fax)
www.torrenttechnologies.com
Contact: Lorrie A. Yeschick
lorrie@torrenttechnologies.com
Primary Underlying Providers:
All major US carriers
Most regional carriers
Many global carriers
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
SIP trunking
Toll free
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data center services
Desktop virtualization
Ethernet services
Hosted email
Hosted IT services
IaaS/PaaS
Integrated access
International access
Managed network services
MPLS VPN
Private line
Point to point
SaaS
Security/Firewall
Storage
Virtual servers
WAN optimization
Web Hosting
Wireless data access
Support/Other Services:
Consulting
Contact center
Expense/Mobile management

Total Telecom Consulting
2218 Boustead St.
Pittsburgh, PA 15216
412.450.0005 (voice)
www.totaltelecomconsulting.com
Contact: Robert Stevens
info@totaltelecomconsulting.com
Primary Underlying Providers:
AboveNet
ACC Business
ADTRAN
Airband
AireSpring
AT&T
AT&T Wireless
BroadSky
Broadview
Broadvox
BullsEye
Cavalier
Cbeyond
CenturyLink
Cimco
Comcast
Covad
Earthlink
Ernest
First Communications
Global Telecom & Technology
Granite
Hughes
IntelliFiber
InterCall
Internap
Level 3
Lightyear
Masergy
MegaPath
MetTel
Netwolves
Nitel
One Communications
OPEX/Total Call
Powernet
RealLinx
Spectrum
Telepacific
Telnes
tw telecom
US Signal
USA Digital
Verizon
Verizon Wireless
Vocalip Networks
Voda
Voxitas
West IP
Windstream
XO

Breakthroughs defining the future of wireless.

CTIA's Mobile Intelligence Conference

This cutting-edge conference is an open-dialogue program that's all about advancing "the art of the possible." Join the conversation and take away technical intelligence, best business practices and key insights into the issues and opportunities surrounding the super-connected life of tomorrow.

Tracks:

- Everything Intelligent: *Taking Networks to 5G*
- Everything Connected: *Smart City + Smart Consumer*
- Everything Enterprise: *5G Use Cases*
- Everything Policy: *How Washington Shapes Mobile*

Complete session descriptions at
www.CTIASuperMobility.com/education

ctia Super Mobility 2016™

September 7, 8 & 9, 2016
Sands Expo | Las Vegas, NV

REGISTER NOW CTIASuperMobility2016.com

ChannelVision readers receive 20% off the EDUCATION PASS! Use promo code: CV4MINTELL

Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid voice/data
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center services
Dark Fiber
Desktop virtualization
Hosted email
Hosted infrastructure/platforms
Hosted Office IT services
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Business services
Consulting
Disaster recovery
Expense/Mobile management
Installation
Premises systems/gear

U

Ultimate Office Tech
2900 N. Quinlan Park Rd.
Ste. B240-127
Austin, TX 78732
512-275-4333 (voice)
www.ultimateofficetech.com
Contact: Dan Taggart
sales@ultimateofficetech.com
Primary Underlying Providers:
ACC Business
Accel Networks
Access One inc.
Access Point
AireSpring
Alcatel - Lucent
Alpheus
American Telesis
ANPI
AT&T Wireless
BandTel
Birch Communications
Blue Diamond Solutions
Blue Star
Broad Sky Networks
Broadview
Broadvox
BullsEye Telecom
CBeyond, Inc.
CenturyLink
Charter Cable
ChinaUnicom
Cincinnati Bell
Cogent
Colotraq
Colt
Comcast
Conferencing Advisors
Constellation NewEnergy
Coresite
CounterPath
Cox
Dynalink
EarthLink Business
EasyLink
EasyNet
eMobile
Evolve IP
Excel
Excel Conferencing
First Communications
FluxCom
Fonality
Frontier Communications
Solutions
Galileo
Glacial Energy
Global Risk Management
Solutions
Globalinx (TMC)
GSG Mobile Manager
HLC Capital
inContact
Integra
Intelepeer
InterCall
Internap
iTEMize
Jive Communications
KDDI
Latisys
Level 3 Communications
Lightower
Lightpath
Masergy
MediaCom
MegaPath
Message Broadcast
MetTel
NACR
NaviSite (Time Warner Cable)
NetWolves
New Cloud
NiTel
NTT Communications
Olympusat Telecom
Optimum Business (Cablevision)
PacNet
PCCW
PGi
Powernet
QTS
RapidScale
ShoreTel Sky
Simple Signal
SingTel
Solar City
Spark Energy
Sprint
Star2Star
Stratus
Sungard
T-Mobile
TATA
Telecom Recovery
TelePacific
Telesphere
Telnes
TelX
Time Warner Cable
Ting
TouchTone
Towerstream
TSI
tw Telecom
UNSi (Airband)
US Signal
Velocity Networks
Verizon
Verizon Wireless
ViaWest
VoxOx
West IP
Windstream
XO
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid voice/data
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center services
Dark Fiber
Desktop virtualization
Hosted email
Hosted infrastructure/platforms
Hosted Office IT services
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Billing/OSS
Business services
Consulting
Energy services
Expense/Mobile management
Installation
Legal/Regulatory/Compliance
Premises systems/gear

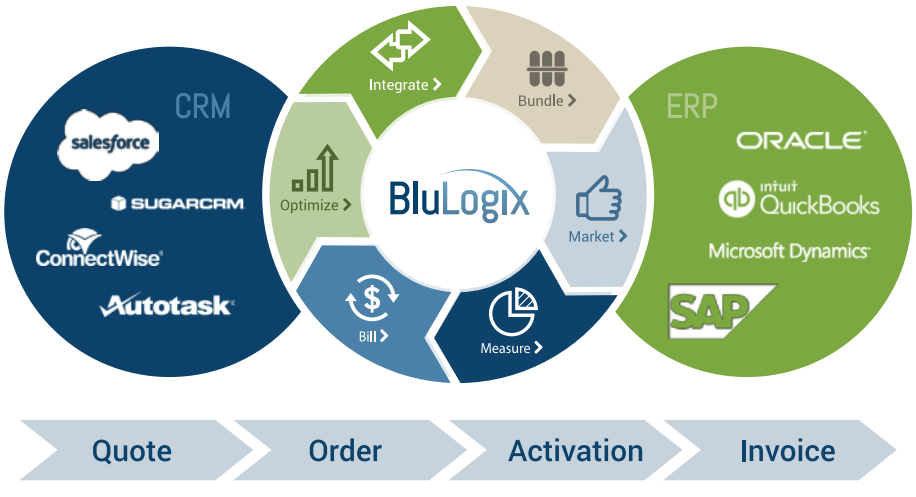
V

Venicom
14650 N. 78th Way
Scottsdale, AZ 85260
602.277.0000 (voice)
602.277.5151 (fax)
www.venicom.com
Contact: Stephen Goble
partnersignup@venicom.com
Underlying Providers:
CenturyLink
T-Mobile
Over 100 other carrier relationships
Voice Services:
Conferencing
Dedicated LD/local
Hosted PBX
Mobile
Prepaid voice/data
SIP trunking
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, Cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data center
Dark fiber
Desktop virtualization
Hosted email
Hosted infrastructure/platform
Hosted Office IT
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point-to-point
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Support/Other Services:
Billing/OSS
Business services
Consulting
Energy services
Expense/mobile management
Installation
Legal/Regulatory
Premises systems/gear

VentureGroup
2520 Whitehall Park Dr.
Charlotte, NC 28273
704.409-2411 (voice)
www.vgei.com
Contact: Mark Hoffman
mh@vgei.com
Primary Underlying Providers:
"Over 45 Service Provider Relationships"
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile
SIP trunking
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data center services
Data storage/analysis
Dark fiber
Desktop virtualization
Ethernet services
Hosted Email
Hosted infrastructure/platform
Hosted Office IT services
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
Virtual servers
WAN optimization
Wireless data access
Support/Other Services:
Consulting
Energy services
Expense/Mobile management
Network/Malware security

Visioncom, Inc.
7265 Highway 1
Finland, MN 55603
248.661.8290 (voice)
248.661.4713 (fax)
www.callvci.com
Contact: Jay Lewis
jlewis@callvci.com
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid voice/data
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (DS0-OCn)
Email
Ethernet services
Hosted Office IT services
Integrated access

Mobile & Telecom Billing for Next Gen Providers



blulogix.com

Managed network services
MPLS VPN
Private line, Point to point
Wireless data access
Support/Other Services:
Business services

Vital Voice & Data
153 Morris Ave.
Long Branch, NJ 07740
888.558.8855 (voice)
908.325.0100 (fax)
www.vitalvoiceanddata.com
Contact: Michael Longo
info@vitalvoiceanddata.com
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile services
Prepaid voice/data
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data center services
Content delivery network
Dark fiber
Email
Ethernet services
Hosted IT services
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
WAN optimization
WAN transport
Web hosting
Wireless data access
Support/Other Services:
Billing/OSS
Business services
Contact center
Consulting
Expense/Mobile management
Installation
Legal/Regulator/Compliance
Premises systems/gear
Prepaid voice/data
Testing/Certification

Voice Smart Networks
4840 Market St.
Suite D
Ventura, CA 93003
805.642.3558 (voice)
805.642.2954 (fax)
www.voicesmartnetworks.com
sales@voicesmartnetworks.com
Primary Underlying Providers:
FreedomIQ
Interactive Intellgence
Mitel
Pulsar360
ShoreTel
TAG
Tri-Ed
Zultys
Voice Services:
Conferencing
Hosted PBX
Premises systems/gear
POTS lines
IP telephony
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Colocation/Data center services
Ethernet services
Hosted Office IT services
Managed network services
MPLS VPN
Private line, Point to point
Security
Wireless data access
Support/Other Services:
Business services
Installation
IT Integration services
Premises systems/gear

W

Wholesale-Telecom
303-471-2550 (voice)
720-528-8058 (fax)
www.wholesale-telecom.com
sales@wholesale-telecom.com
Primary Underlying Providers:
360 Networks
A+ Conferencing
ACC Business
CenturyLink
Cingular
ClearOne
Electric Lightwave
eMeritus
Focal
Genesys Conferencing
ICG
Internap
Level 3
MicroSource
New Edge Networks
Primus
Raindance
Savvis
SBC
Sprint
Time Warner Telecom
T-Mobile
Triton
US Cellular
Verizon
Windstream
XO
Xtream Studio
Voice Services:
Conferencing
Hosted PBX
IP telephony
Mobile services
POTS lines
Unified communications/
collaboration
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
Colocation/Data center services
Ethernet services
Private line, Point to point
Web Hosting
Wireless data access

WinTel Communications Corp.
18 E. 48th St., 10th Fl
New York, NY 10017
212.532.2300 (voice)
212.532.2333 (fax)
www.wintelworks.com
info@wintelworks.com
Primary Underlying Providers:
PGi
Services:
Conferencing

WTG
22761 Pacific Coast Hwy.
Suite 101
Malibu, CA 90265
310.456.2200 (voice)
310.456.2213 (fax)
www.wtgcom.com
inquiries@nuageenergy.com
Underlying Providers:
8x8
ACC Business
Accel Networks
Access One
AccessPoint
Agera Energy
AireSpring
Airtel
Alcatel-Lucent
Alpheus
Alteva
American Telesis
ANPI
AT&T
BandTel
Bauer International
BCE Nexia
Birch
Blue Diamond
Bluetone
BroadSky Networks
Broadview Networks
Building IQ
BullsEye
CalNet
Cbeyond
CenturyLink
China Telecom
China Unicom
Cincinnati Bell
Cogent
Colt
Comcast
Conferencing Advisors
Constellation
Convergia
CoreSite
CounterPath
Cox Business
Curvature
Drywired
DynaLink
EarthLink
EasyLink
EasyNet
Electric Lightwave
Equinix
EVConnect
EvolveIP
Excel
First Communications
Five9
Fluxcom
Fonality
Frontier
Fusion
Galileo
Globalinx
GRMS
GSG
GTT
HLC Capital
inContact
IntelePeer
InterCall
Internap
iTEMize
Jive
KDDI America
Latisys
Level 3
Lightower
Lightpath
Masery
Mediacom
MegaPath
MHO
NACR
NaviSite
NetWolves
NewCloud
New Horizon
Nitel
NTT
Olympusat
Optimum
Pacnet
PCCW
Powernet
PGi
PSG
QTS
Rackspace
RapidScale
RioGrande Solar
ShoreTel
SimpleSignal
SingleHop
SingTel
SkyRoam
SolarCity
Spark Energy
Spectrum Busineness
Sprint
Star2Star
Stratus
SuddenLink
Sunguard
TATA
Teem Works
Teleira
TelePacific
TeleSphere
Telnes
Telx
ThinkLite
Tiger
TLG
Time Warner Cable Business
Class
T-Mobile
TouchTone
TowerStream
tw telecom
US Signal
Velis4
Verizon
ViaWest
Voxox
West IP
WidePoint
Wilson Electric
Windstream
Wireless Analytics
WOW!
Wyless
X2nSat
XO
Xoom Energy
Zayo
Voice Services:
Conferencing
Hosted PBX
IP Telephony
Mobile services
POTS line
Prepaid voice/data services
SIP trunking
Toll free
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center services
Hosted email
Ethernet services
Hosted infrastructure/platforms
Hosted Office IT services
Integrated access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
Disaster recovery
Energy services
Expense/Mobile management
IT Integration services
Premises systems/gear

XYZ

X4 Solutions
20324 Plattner Ct
Mokena IL 60448
800.927.4444 (voice)
www.x4solutions.com
Contact: Steve Braverman
sbraverman@x4solutions.com
Primary Underlying Providers:
4G Biz Solutions
ACC Business
Adar IT
AireSpring
ANPI
AT&T
Big Leaf Networks
Birch
Brighthouse
Broadsmart
Broadview Networks
Bytegrid
Call One
CenturyLink
China Telecom
Coceo Solutions
Cogent
Comcast
Coresite
Datapipe
EarthLink
Easylink
Evolve IP
Fiberlight
FirstComm
Frontier
Fusion
Global Capicity
Greencloud
GTT
HFN
inContact
Integra
Intelepeer
InterCall
Internap
IT Savvy
Level 3
Lightower
Masergy
Mediacom
Megapath
Megaport
MetTel
Navisite
NeoNova
Netwolves
Nextiva
Ngenx
NuveStack
OneStream
PCCW
Peak 10
PGI
QTS
Rackspace
Rapid Scale
Reliance Globalcom
Root Axcess
ServerCentral
ShoreTel Sky
Single Path
SingleHop
Spectrum (Charter)
Sprint
Steadfast
Suddenlink
Sunesys
Telepacific
Telstra (Pacnet)
Telx
Terremark
Thinking Phones
Time Warner Cable
Unitas Global
Verizon
ViaWest
Virsage
Vollicomm
Vonage
US Signal
West IP
WIN
Windstream
WOW! Business
Wyless
XO Communications
Zayo
Voice Services:
Conferencing
Dedicated local/LD
Hosted PBX
Mobile
SIP trunking
VoIP
Unified communications
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data Center services
Dark fiber
Desktop virtualization
Hosted Email
Hosted infrastructure/platforms
Hosted Office/IT services
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
Virtual servers
WAN optimization
Web hosting
Wireless data access

ZLH Enterprises
100 Craig Rd., Suite 105
Manalapan, NJ 07726
732.845.5288 (voice)
732.845.5289 (fax)
www.zlhent.com
Contact: Jodi Hassel
info@zlhent.com
Primary Underlying Providers:
ACC Business
Arkadin
AT&T
Aryaka
Broadview
Cablevision
Calltower
CenturyLink
Comcast
Cogent
Equinix
Frontier
Global Crossing
GTT
inContact
Internap
Level 3
Lightpath
Lightower
Masergy
Metro Optical
NetWolves
PGi
QTS
RCN
ShoreTel
Spectrotel
Sprint
Tata
Time Warner Cable
Time Warner Cable Business
Class
T-Mobile
tw telecom
Verizon
Windstream
XO
Zayo
Voice Services:
Conferencing
Dedicated Local/LD
Hosted PBX
Mobile
SIP trunking
Toll free
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DS0-OCn)
BC/DR
Colocation/Data center
Dark fiber
Desktop virtualization
Ethernet services
Hosted email
Hosted IT services
IaaS/PaaS
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage
Virtual servers
WAN optimization
Wireless data access

Join us at

2016 WISPAPALOOZA

October 11-13

A FULL LINEUP OF EXCITING EVENTS!

Fiber Weekend - October 8 & 9
Training Sessions - October 8-10 and 14-15
Our largest Exhibit Hall ever!
50+ Event Sessions
Annual Awards Reception & Exhibit Hall Reception

Sign up now at www.wispa.org

WISPA
Wireless Internet Service Providers Association

Rio
ALL-SUITE HOTEL & CASINO
LAS VEGAS

In the Trenches

Attention and Demand

By **Peter** Radizeski

There is a saying that if I have to beg for your attention, it isn't worth it. It is true, but that doesn't stop businesses and channel managers from interrupting and annoying people who don't want to be bothered.

The reason that the funnel has flipped is due to marketers ruining everything. Spamming, shouting, robo-dialing, gone are the days of just throwing away a direct mail piece. Voicemail, spam filters, delete keys, temporary email addresses, and ad blockers all have been invented to help people avoid the onslaught of unwanted solicitations.

I was yelled at recently for putting someone on my email list in 2012. He never said remove me. He just simmered until he exploded one day years later. And it turns out he would never buy from me anyway. There is a lesson in there somewhere.

But that won't stop you from heading into the office and doing the same thing. You will add email addresses to an email list. You will try to recruit a bunch of agents who may ink the agreement but never sell a single thing. You will chase master agents and value added distributors to get the chance at thousands of partners, more than 99 percent of whom will not sell your stuff.

Everyone has their own strategy, and certainly everyone has quota. Quota makes us do dumb things, especially when we focus on quota instead of on daily activity, follow up and making friends. (Yes, sales is first and foremost about making friends.)

Comcast and AT&T can sign up thousands of agents because of demand. There is heavy demand for cable broadband. AT&T doesn't sign up thousands for a lot of reasons, one of which is controlling their brand, an asset worth billions. Amazon is selling Comcast services and VoIP installation now. There is D=demand.

For most of telecom there isn't demand. The duopoly – the ILEC and the cableco – are known entities, but most other competitors are not. Being a brand has its own demand.

Too many channel execs confuse their programs to be similar to Cisco or Microsoft. Cisco and Microsoft have channel partners who are invested. They spent time and money to get certified. They spend time and money to stay certified, educated and up-

to-date. Their business model encompasses Cisco or Microsoft (or Dell or IBM or HP or even Apple). That isn't the case for most other programs.

Demand creates invested partners. This demand meant that the vendors needed logistics and distribution. This meant Ingram Micro or Tech Data, value added distributors, with a purpose to distribute hardware for the vendors to the VARs, which would install and maintain it for the customer. The VAD would even manage software licensing. The VADs allowed the vendors to scale to tens of thousands of partners.

In the land of business IT, Microsoft and Cisco are staples. There is demand for buyers. VADs facilitate that for the channel program. How does that work for a cloud company or hosted VoIP company? They have not created (1) demand from buyers; (2) market awareness; (3) invested partners. Heck, they are still spamming and dialing to get anyone to sign up to sell their services. It's like the skinny kid with acne a week before prom.

A lot of the components to create demand are out of your hands. It is a company issue. Branding, deployment, customer experience, etc., are all ways to create awareness, which helps to create demand.

Yet there are still things you can do. Find out how your customers are using your services. Get testimo-

nials – from customers and successful agents. Craft a customer profile AND a partner profile.

The funnel in sales has flipped. Instead of everything being outbound in marketing, it is now inbound. Content marketing is the new lead generation ingredient. That means stories are in, in a big way.

If you are going to spam their email, do so with something quick and eye catching like a short video (recorded on your smartphone) about the last deal, an excited partner or a happy customer. Give tips on how to bundle your service into a complete solution.

With all of the platforms – Facebook, email, LinkedIn, blogs, Snapchat, Instagram and others – it isn't like you can't pick one social media network and "own" it. You could. And it would be more fun than what you are doing now.

Many channel managers tell me that they like to go with their partners on sales calls. Tape segments of one: a day in the lifestyle. Post it to Instagram: wins and losses. Have fun with it. It will help. Not immediately, but it will work. Good content is the scarce resource. Good content is what is in demand.

Good stories are in demand (cat photos too). Talking about your product, your features, your company to a prospect is asking to get the door slammed in your face.

Why are Infographics in demand? They visually tell a story. Most studies I have seen have a summary infographic. We live in a sound bite world. You capture attention in 100 characters or less.

Think about billboards. Unless you are stuck in traffic, you are driving by at 30 mph. That message has to hit you fast. Look at your emails. Do they look like a billboard? Would you send them to your grandmother?

Where does sales start? Oh, right, with making friends. Would you text that stuff you write to your friends?

It is a new era. It is the time of the flipped funnel. We live in a connection economy that lends itself to sharing good stories. Create a couple of good stories and share them. When these stories resonate with prospects they will become friends, partners and sell your stuff.

In the words of Susan Sontag, "Do stuff. Be clenched, curious. Not waiting for inspiration's shove or society's kiss on your forehead. Pay attention. It's all about paying attention. Attention is vitality. It connects you with others. It makes you eager. Stay eager."

Peter Radizeski, President of RAD-INFO INC, started as a VAR, then became an agent. He now writes about the channel and the telecom space while consulting to service providers and occasionally still selling some circuits.

PROFILE

Making Contact

Fusion looks to cloud to transform the contact center market

By **Tara** Seals

fusion360

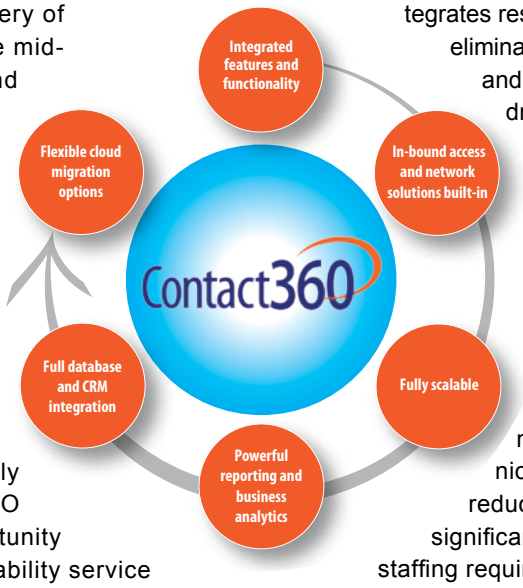
Fusion, which has a history of providing innovative cloud solutions to businesses of all sizes, is taking aim at a large, growing segment with significant pent-up demand: contact centers for mid-sized businesses.

The high-priced, premises-based solutions that were the norm for decades have traditionally reserved the most sophisticated, feature-rich solutions for the very largest enterprises. But the cloud enables the delivery of enterprise-level solutions to the mid-market, giving agents, VARs and other sales partners a raft of fresh opportunity.

In fact, global cloud service revenues are forecasted to reach $106 billion in 2016, increasing 21 percent over projected 2015 spending levels, according to Goldman Sachs.

"The cloud is not just changing the contact center industry but is instead completely transforming it," said Fusion CEO Matt Rosen. "We saw the opportunity within our advanced, high-availability service platform to enable the integration of cloud communications, connectivity and analytics for an end-to-end contact center approach that sales partners can use to give mid-sized businesses the ability to provide customer service that equals or in many cases surpasses their larger rivals."

This competitive boost can be critical especially in industries where large market players dominate the landscape. Fusion's Contact360 platform includes the integration of features such as outbound as well as inbound campaign capabilities; softphone and mobility options; screen pops; simultaneous screen transfer; business analytics and customized reporting; and CRM integration. Taken together, these give medium-sized companies significant productivity and collaboration improvements, which in turn allows them to better serve customers.



That means putting an end to the common frustrations that cause customers to move away, such as long hold times and the multiple calls to resolution often caused by disjointed interactions and re-directs.

To address the former, customers are offered options for callback, scheduled or ASAP, reducing average speed of answer and abandon rates. To address the second common frustration, Cloud360 integrates resources and information to eliminate swivel chair responses, and instead allows for data-driven, schedule-based, statistics-based, priority-based, multimedia-based, skills-based routing. In other words, calls are directed to the right agent at the right time for faster issue resolution.

There's another selling point too: moving mission-critical communications to the cloud also reduces the cost, footprint and significant administrative and IT staffing required to maintain supporting systems, communications, network and data infrastructure. Ultimately, cloud contact center solutions reduce customers' cost of ownership and deliver new levels of security, flexibility, scalability and speed of deployment. Moving the contact center to the cloud also means that businesses can scale resources on demand, allowing them to master peak periods, both planned and unplanned.

"This means that businesses can re-orient their resources to support their primary business," Rosen noted.

Fusion's cloud-based, single source solution also is unique in that it integrates advanced, enterprise contact center features with hosted voice, unified communications-as-a-service (UCaaS), collaboration, mobility and the connectivity required to access the services. It also includes managed network services and live, 24x7x365 monitoring, maintenance and support.

"We have a robust, secure and diverse national network that delivers access to fully integrated cloud communications and our contact center solutions, which minimizes the headaches for both our sales partners and their customers," Rosen said. "Access, data and fully managed network services can be built in: DIDs, toll free and circuit solutions including Internet access and MPLS to connect multiple locations. We offer one contact, one contract, one invoice – and that's an immense value for partners looking to retain and then grow loyal, lifetime customers. That's the special value that Fusion brings to the table."

Fusion's solution also helps contact centers of all sizes record, measure and improve performance– another big competitive differentiator for companies. Smart analytics, when applied the right way, translates into better customer segmentation, and the ability to evaluate customer satisfaction and process effectiveness. In turn, that data can be used to improve first call resolutions, ensure service levels and drive better campaign results.

Fusion facilitates this with business analytics and advanced real-time and historical reporting that can be customized to meet customer's specific requirements, including cradle-to-grave call analysis. This includes support for integration to other systems, including CRM, ERP, Workflow, customer profiles, call recording and so on, providing access to metrics on key performance indicators. And, the analytics engine supports the integration of telephony, messaging and customer information data sources to enable better outcome strategies.

Further, in a boon for channel partners and mid-sized businesses alike, Fusion provides a flexible migration strategy to the cloud, accommodating existing investments, adoption readiness and appetite for change. It also offers a hybrid solution that can accommodate existing PBX – Fusion is fully certified with virtually every premises-based provider.

Channel partners are increasingly recognizing that cloud solution adoption is a question of when, not if, thanks to the cost-saving and productivity-enhancing benefits that migration provides.

"With service enhancements and business continuity built-in, eliminating costly end-of-life concerns and providing insurance against natural or man-made disasters, tapping into the cloud means that partners can confidently count on Fusion to deliver a full complement of services through our powerful partner and customer portals, exceptional 24x7x365 support delivered by highly trained and

Wholesale Conference Calling

A+ Conferencing
The Highest Graded Service in the Industry

Conferencing & Collaboration Services

- Agent and Private Label Reseller Programs
- Sell Audio, Web & Desktop Video Services
- Facilities Based, 25 Year Old Company
- Low Buy Rates, Determine Your Own Sell Rates
- Commissions Paid Twice Each Month
- New Microsoft Office 365, Lync Audio Product

Call Mike Burns
888.239.3969
aplusconferencing.com

csf CORPORATION 8MS
"Toll Free Provisioning Made Easy"

Toll-Free Provisioning, TeXTing, & LCR Software

- Provision SMS/800, your voice carrier, and TeXT enable toll-free 800, 888, 877, 866, 855, and 844 numbers quickly and easily
- 8MS saves you money and is used by over 100 carriers and RespOrgs to manage more than 50% of all toll-free numbers in the industry

8MS TeXT

www.csfcorp.com • 8MSsales@csfcorp.com
+1.732.302.0222
Contact Frank Lauria +1.732.713.3562

experienced technology professionals, and consistent revenue streams from loyal, satisfied customers," Rosen noted.

Going forward, Fusion plans on increasing investment in sales and marketing to accelerate its own growth and that of its sales partners. To that end, the company recently hired John Hendler as senior vice president of sales. Working with Stacy Conrad, the company's vice president of channel sales, Fusion plans to continue to extend its geographical coverage with channel sales managers and directors deployed in key markets. The company is also rolling out a series of increasing incentives and rewards with spiffs and promotions, culminating in recognition in Fusion's "Power Circle."

Fusion also offers support and participation in joint events and joint marketing activities, a series of webinars on topics of interest in cloud thought leadership, as well as training on new initiatives, products and promotions.

In addition, Rosen said that Fusion will continue its steady growth through acquisition: "With six successful acquisitions in three years, Fusion is making sure our partners will continuously have new products to sell and new markets to explore," Rosen said.

In addition to taking the contact center to the cloud, the company is also using its platform to offer virtual datacenter solutions that reduce IT resource requirements in space and staffing. That in turn facilitates the integration of a full range of cloud-based services and applications managed in the Fusion cloud, including storage, and back-up and recovery integrated with cloud-based voice, UC and connectivity for a disaster recovery as a service (DRaaS) solution.

"Fusion relies on our extraordinary network of partners to help fuel our growth as the industry's leading single-source cloud services provider," Rosen said. "That's why we are fully committed to advancing our sales partners' success with a comprehensive and integrated portfolio of solutions that will help them, and our mutual customers, benefit from the many advantages of the cloud. To achieve that goal, we are committed to providing the sales and technical support, industry, product training and ongoing development that will help them find new ways to sell, make money and grow."

Ad Index

AireSpring	(www.airespring.com)	51
BBCom	(www.bbcom.com)	57
BCN Solutions Express	(www.bcnsolexp.com)	39
BluLogix	(www.blulogix.com)	67
BullsEye Telecom	(www.bullseyetelecom.com)	2
C3 Cloud	(www.c3cloud.com)	37
Colt Technology Services	(www.colt.net)	21
CSF	(www.csfcorp.com)	73
CTIA	(www.ctia.org)	66
CTIA	(www.ctia.org)	66
Easton Telecom Services	(www.eastontelecom.com)	41
Enqwest	(www.enqwest.com)	11
Equinix	(www.equinix.com/sales-agents)	5
Finger Lakes Technologies Group	(www.fltg.com)	53
First Light	(www.firstlightfiber.com)	49
Fusion	(www.fusionconnect.com)	31
GigLinx	(www.giglinx.com)	71
Global Capacity	(www.globalcapacity.com)	9
Impact Telecom	(www.impacttelecom.com)	3
INCOMPASS	(www.incompass.org)	64
Kadence	(www.gokadence.com)	27
Metaswitch	(www.metaswitch.com)	35
NetCarrier	(www.netcarrier.com)	61
NetGen	(www.netgencommunications.com)	33, 63
Nextiva	(www.nextiva.com)	15
One Stream Networks	(www.onestreamnetworks.com)	23
PGi	(www.pgi.com/solutions/partners/)	19
Sangoma	(www.sangoma.com)	17
Star2Star	(www.star2star.com)	Back cover
Telarix	(www.telarix.com)	75
TeliSpire	(www.telispire.com)	43
Telstra	(www.telstraglobal.com)	13
Timely Bill	(www.timelybill.com)	55
Valicom	(www.valicomcorp.com)	45
Vitelity	(www.vitelity.com)	65
VoIP Innovations	(voipinnovations.com)	7
VoIP Logic	(www.voiplogic.com)	59
Wave Broadband	(www.wavebroadband.com)	25
WISPA	(www.wispa.org)	69

Disclaimer: This index is provided as a free service to our advertisers. Every effort is made for accuracy, but we cannot be held liable for any errors or omissions.

Communication

FREE SUBSCRIPTIONS - Subscriptions to ChannelVision magazine are free to executives working for telecommunications service providers. Simply go to www.channelvisionmagazine.com and click on the subscribe link. Fill out the form completely and you will start receiving the magazine within six weeks.

ADDRESS CHANGES, RENEWALS and CANCELLATIONS - Go to www.channelvisionmagazine.com and click on the subscribe link. For address changes and renewals, simply fill out the form, submit it and your subscription will automatically be renewed with your most current information. To cancel your subscription, go to the "Cancellations" header, click "here" and follow the instructions.

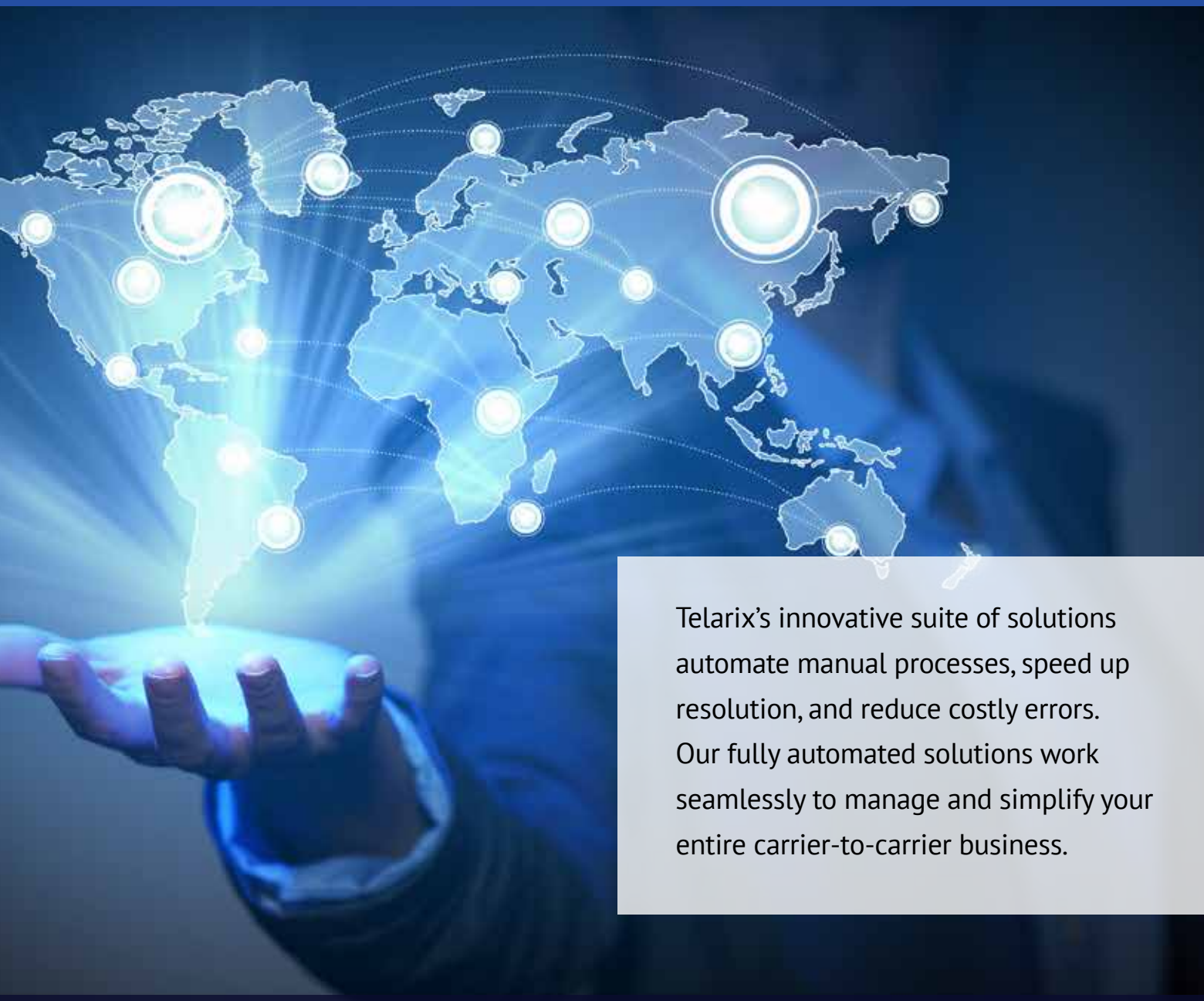
CORRESPONDENCE - Send letters to the editor via email to Martin Vilaboy at martin@bekapublishing.com. All other correspondence should be directed to Martin Vilaboy at 745 N. Gilbert Rd., Ste. 124, PMB 303, Gilbert, AZ 85234.

PRESS RELEASES - ChannelVision magazine welcomes press releases and any other information relating to the sale, marketing and distribution of communications services. Releases should be emailed to Martin Vilaboy at martin@bekapublishing.com.

REPRINTS - For high-quality article reprints, minimum of 100 quantity, please contact the publisher at 480-503-0770.

ADVERTISING - For a media kit or information about advertising, contact Group Publisher Berge Kaprelian at 480-503-0770, berge@bekapublishing.com.

The Intelligent Solution for Routing, Interconnect and Settlement



Telarix's innovative suite of solutions automate manual processes, speed up resolution, and reduce costly errors. Our fully automated solutions work seamlessly to manage and simplify your entire carrier-to-carrier business.

Wholesale Billing | Partner Settlement | Least Cost Routing | Fraud Management | Business Intelligence

Visit www.Telarix.com to learn more about our solutions.

telarix

REACH NEW HEIGHTS

With The **Best Partner Program** In The Industry

- 99.85%: The Industry's Highest Retention Rate
- Premium Sales & Marketing Support
- Residual Evergreen Commissions
- Full Service Quoting Support
- The Most Reliable System With 99.999% Uptime Guarantee
- 30-Day Money Back Guarantee
- Deal Registration And Protection

Start Earning More Today!

Register For Training:
www.star2star.com/events

Star2Star® COMMUNICATIONS