

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.)

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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.

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Lighttower
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NetApp
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Polycom
redhat
riverbed
Simplivity
skyhigh
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Tierpoint
Towerstream
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VMware
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Zayo

Voice Services:

Conferencing
Dedicated local/LD
Hosted PBX
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/Ethernet
Infrastructure/platforms
Managed services
MPLS
Private line, Point to point
Security
Storage
WAN optimization
Virtualization

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CoreSite
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dinCloud
Effortless office
Eventis
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EvolveIP
Expedient
Involta
FiberLight
FiberTech
First National
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GSG
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Immedion
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Latisys
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SingTel
SoftLayer
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Sprint
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Sungard
SwitchNAP
Telefonica
TeleHouse
Tierpoint
Time Warner Cable
tw telecom
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Unitas Global
United Layer
US Signal
Verizon
Viawest
West IP
Windstream
XO
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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

B

**BCN Solutions Express**

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Contact: Mike McCrosson
agentsalesmanager@bcnsolexp.com

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Megapath
Sprint
Time Warner cable
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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 (DSO-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)

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Contact: Frank Wassenbergh
info@bcmone.com

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Lightower
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RCN Business
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ShoreTel
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Telmark Global
TelePacific
Telx
Terramark
Time Warner Cable
TowerStream
Verizon
Webex
West IP
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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 (DSO-OCn)
BC/DR
Colocation/Data Center services
Dark Fiber
Desktop virtualization
Ethernet services
Express route
Hosted email
Hosted infrastructure/platforms
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Wilnet
Windstream
XO
Zayo
Voice Services:
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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
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

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Optimum Lightpath
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Data/Network Services:
Access (dial-up, DSL, cable, T1)
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Ethernet services
Integrated access
MPLS VPN
Private line, Point to point
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C

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Integrated access
Managed network services
MPLS VPN
Private line, Point to point
WAN optimization
Wireless data access
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Unified communications
VoIP

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Access (DSO-OCn)
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:
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Consulting
Contact center
Energy services
Expense/mobile management
Legal/Regulatory/Compliance
Installation
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Windstream
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Dedicated local/LD
Mobile services
SIP trunking
VoIP
Data/Network Services:
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Access (DSO-OCn)
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Managed network services
MPLS VPN
Private line, Point to point
WAN transport
Wireless data access

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ViaWest
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Windstream
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Voice Services:

Conferencing
Dedicated local/LD
Hosted PBX
Mobile
SIP trunking
Unified communications
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DSO-OCn)
Colocation/Data center svcs
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

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Charter Communications
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Citrix
Comcast Business
Consolidated Communications
Earthlink
Ernest Communications
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Dark fiber
Desktop virtualization
Ethernet services
Hosted email
Hosted infrastructure/platforms
Hosted office IT services
IaaS/PaaS
Integrated access
International access
Managed network services
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SaaS
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Networks
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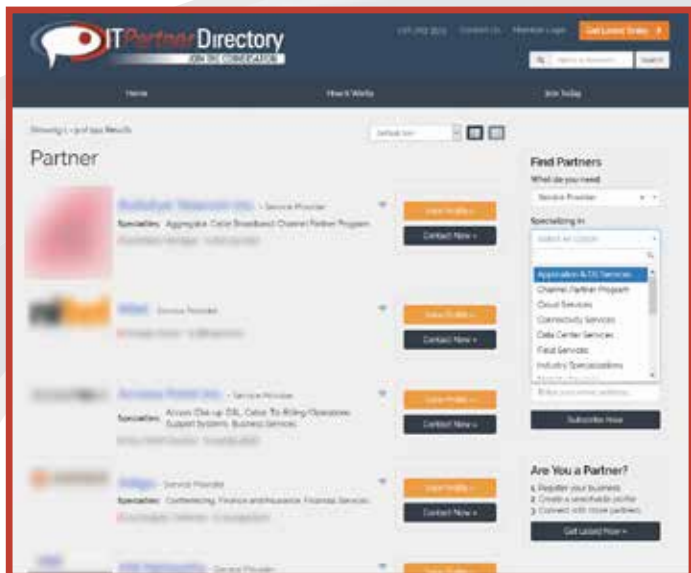
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Mobile
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Unified communications
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BC/DR
Colocation/Data center
Dark fiber
Desktop virtualization
Ethernet services
Hosted email
Hosted infrastructure/platforms
Hosted office IT services
IaaS/PaaS
Integrated access
International access
Managed network services
MPLS VPN
Private line, Point to point
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Virtual servers
WAN optimization
Web hosting
Wireless data access
Support/Other Services:
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Consulting
Expense/mobile management

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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 (DSO-OCn)
Colocation/Data center services
Email
Ethernet services
Integrated access
International access
Private line, Point to point
Web Hosting
Wireless data access

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www.colocationamerica.com
Contact: Samantha Walters
partners@colocationamerica.com
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Hosted IT services
Managed network services
Security/Firewall
Storage
Support/Other Services:
Dedicated servers

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Managed network services
Storage
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SIP trunking
VoIP
Data/Network Services:
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BC/DR
Ethernet services
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Support/Other Services:
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Consulting
Expense/Mobile management
Installation
IT Integration services
Premises systems/gear

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MegaPath
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SuperNAP
Tata Communications
Telepacific
Time Warner Cable
US Colo
Vox TeleSys
Windstream
X5
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Voice Services:
Dedicated LD/local
VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DSO-OCn)
Ethernet services
Private line, Point to point
Premises systems/gear
MPLS VPN

Support/Other Services:
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CenturyLink
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CradlePoint
EarthLink Business
EvolveIP
Globalinx
Granite
Ingram Micro
Intercall
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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 (DSO-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

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www.comtelcommunications.com
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Contact: Ben Humphreys
bhumphreys@comtelcommunications.com
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Verizon
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Voice Services:
Conferencing
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VoIP
Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DSO-OCn)
Conferencing
Email
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MPLS VPN
Private line, Point to point

Web hosting
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Expense/Mobile management
IT Integration services
Premises systems/gear

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Contact: Clark Atwood
ccs-broker@conciergecs.com
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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
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Colocation/Data center
Dark fiber
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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
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Storage
Virtual servers
WAN optimization
Wireless data access
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Consulting
Contact center
Disaster recovery
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Connectivity Source
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Wireless data

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randy.friedberg@cnsg-usa.com
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Contact: Chad Fisher
cfisher@partnertel.com
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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 (DSO - 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 (DSO-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.itelcom.com

Contact: Brett Diamond
bdiamond@i-telecom.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
Lighttower
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 (DSO-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
Dynamik
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 (DSO-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
NavSite
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

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

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 Powered

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ETHERNET**

WAVELENGTH

**MOBILE
BACKHAUL**

**DARK
FIBER**

**HOSTED & CLOUD
BASED SOLUTIONS**

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STORAGE**

**OUTDOOR ANTENNA
SYSTEMS (ODAS)**

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RECOVERY**

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& PROFESSIONAL
SERVICES**

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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
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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 (DSO-OCn)
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
rbohms@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 (DSO-OCn)
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 (DSO-OCn)
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 Network

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San Antonio, TX 78278
866.547.8439 (voice)
www.liquidnetwork.com
Contact: Don Douglas
info@liquidnetwork.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 (DSO-OCn)
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 (DSO-OCn)
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 (DSO-OCn)
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
TeleCenter
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 (DSO-OCn)
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.nhgrp.com

Contact: Glen Nelson
gnelson@nhgrp.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 (DSO-OCn)
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 Unicomm
Cincinnati Bell
ColoTraq
Comcast
CoreSite
Cox
Earthlink
Evolve IP
Frontier
GTT
Hudson Fiber
InterCall
Internap
KDDI
Latisys
Level 3
Lightower
LighPath
Masergy
MegaPath
MetTel
NavSite
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 (DSO-OCn)
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
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Premises systems/gear
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**Omni Solutions Inc.**

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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 (DSO-OCn)
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 (DSO-OCn)
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 (DSO-OCn)
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
Dynamlink
EarthLink
Equinix
EvolveIP
InContact
Intelepeer
InterNap
Io Data Centers
Level 3
Lighttower
Lighthouse
Masergy
NetWolves
Nitel

PacNet

PacNet
PGI
RapidScale
ShoreTel
SoundConnect
Spectrotel
Sprint
Telecom Recoverit
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 (DSO-OCn)

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

**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.phonetelecommunications.com
info@phonetelecommunications.com

Contact: Vivek Dayal

vivek@phonetelecommunications.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 (DSO-OCn)
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
Internap
Latisys
Level 3
Lighttower
Masergy
MegaPath
Mitel
NetWolves
Nitel
NuveStack
NTT
PGI
QTS
Rackspace
Retarus
ScaleMatrix
Shoretel
TelePacific
TeleSphere
Telnes
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 (DSO-OCn)
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



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 (DSO-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.rittenhouse.com
 contact@rittenhouse.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 (DSO-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 (DSO-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 scothh@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 (DSO-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 (DSO-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 Fortress
 Digital Realty
 Edge Cast
 Integra
 Inteliquest
 Interxion
 io Data Centers
 Latisys
 Level 3
 Limelight
 NavSite
 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 (DSO-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 (DSO-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 (DSO-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.



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 (DSO-OCn),
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
Lighttower
Masergy
Mediacom
MegaPath
MetTel
Mitel
NeoNova
Netcarrier
Netwolves
New Horizon Communications
Nitel
NTT
OneStream
PCCW
PGI
Rackspace
RapidScale
Reallinx
Rootaccess
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 (DSO-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
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
Airmet
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
Dynamlink
Earthlink
Ecessa
Enteleagent
Forethought
FreeConferenceCall.com
Frontier
Fusion
GRMS
Global Wholesale
Granite
Hurricane Electric
inContact
Integra
IPitomy
Jive
Level 3
Lighttower
Lightpath
Masergy
Mediacom
MegaPath
Megaport
MetTel
Mitel
Net Access
NetWolves
New Cloud

New Horizons

Nextiva
ngenix
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
Tellenium
Telnes
telx
The Conference Group
Tierpoint
Time Warner Cable BC
TouchTone
Transbeam
U4
USAD
Verizon
Viawest
Virstage
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 (DSO-OCn)
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 (DSO-OCn)
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 Segó 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
Lighttower
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
tierpoint
Time Warner Cable Business
Class
Unitas Global
USA Digital
Verizon
ViaWest
VocallIP Network
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 (DSO-OCn)
BC/DR
Colocation/Data Center
Dark fiber
Desktop virtualization
Hosted email
Managed network services
MPLS VPN
Private line, Point to point
Security/Firewall
Storage

Support/Other Services:

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 access
 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
 Lighttower
 Lightpath
 Mammoth
 Mediacom
 MegaPath
 Megaport
 MetTel
 Mitel

Net Access
 NetWolves
 New Horizons
 Nextiva
 Nitel
 NTT
 Optimum
 PCW Global
 PCI
 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
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Prepaid voice/data services
SIP trunking
Toll free
VoIP
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Data/Network Services:
Access (dial-up, DSL, cable, T1)
Access (DSO-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
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Dark fiber
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