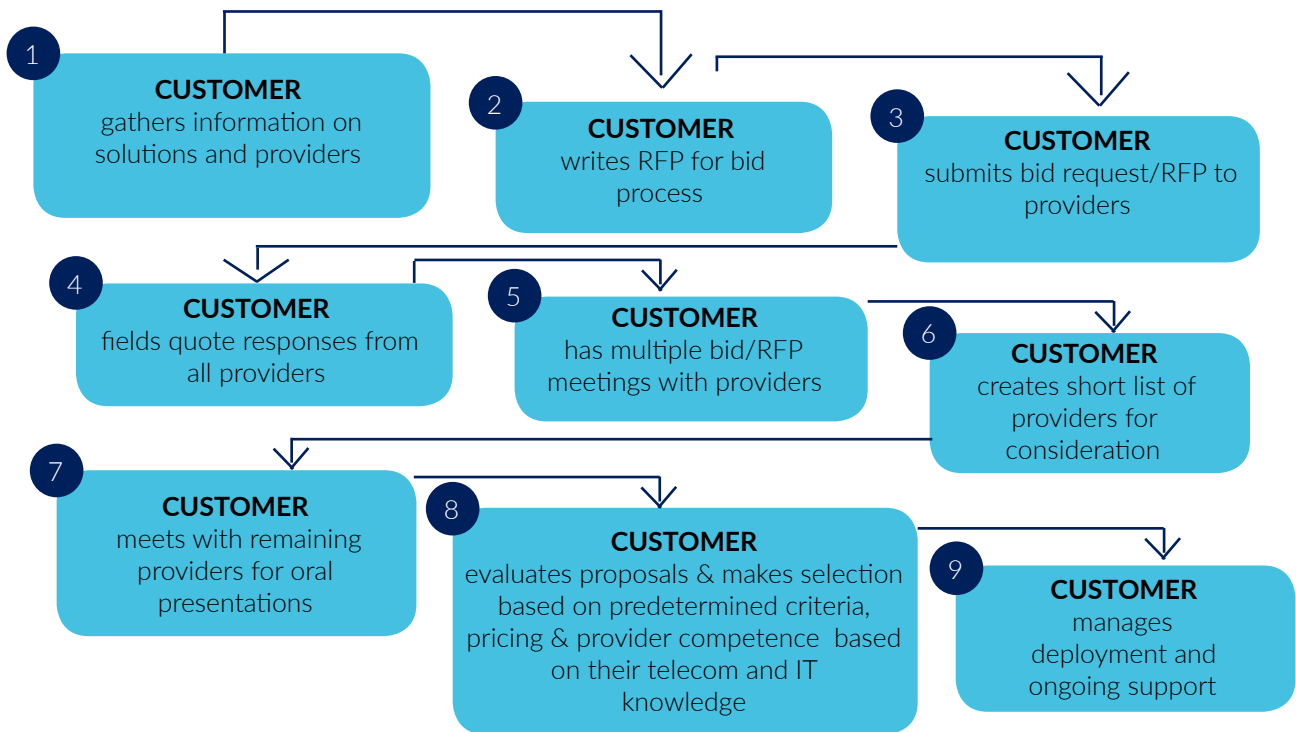# THE AGENT VALUE PROPOSITION

AGENT MANAGED METHOD vs CUSTOMER MANAGED METHOD FOR SECURING TELECOM, IT & CLOUD SERVICES
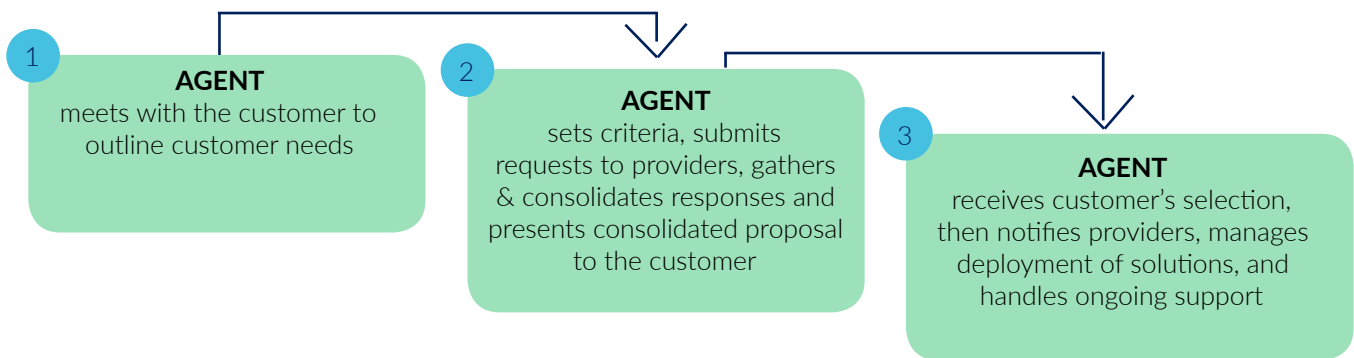
THE OLD WAY

The process outlined below shows the old way of evaluating service providers. This process can take months of precious time and resources that companies could be spending on their core businesses.

1 — **CUSTOMER** gathers information on solutions and providers

2 — **CUSTOMER** writes RFP for bid process

3 — **CUSTOMER** submits bid request/RFP to providers

4 — **CUSTOMER** fields quote responses from all providers

5 — **CUSTOMER** has multiple bid/RFP meetings with providers

6 — **CUSTOMER** creates short list of providers for consideration

7 — **CUSTOMER** meets with remaining providers for oral presentations

8 — **CUSTOMER** evaluates proposals & makes selection based on predetermined criteria, pricing & provider competence based on their telecom and IT knowledge

9 — **CUSTOMER** manages deployment and ongoing support

THE AGENT VALUE PROPOSITION

Why working with an agent for telecom, IT, and Cloud services makes more sense now than ever before.

1 — **AGENT** meets with the customer to outline customer needs

2 — **AGENT** sets criteria, submits requests to providers, gathers & consolidates responses and presents consolidated proposal to the customer

3 — **AGENT** receives customer's selection, then notifies providers, manages deployment of solutions, and handles ongoing support

To best review your business needs consult with an agnostic technology agent or consultant to gain a deeper overview of the wide range of solutions and how each one fits in with what you're trying to accomplish. In addition to assisting you with procurement, they can also handle ongoing care.

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