

# HOW TO STAY AHEAD OF THE CURVE

## MANAGING YOUR COMPANY'S DATA INFRASTRUCTURE IS NOT EASY

It takes time keeping up with the latest technology and finding the best prices - especially as you change, grow, or add locations - it's time you simply don't have.

Bandwidth Advisors can help. We provide digital network and commercial data center consulting services to companies like yours. Our strategic relationships with over 200 Service Providers offer us insight into the latest technology trends and opportunities to ensure your company's unique business requirements are satisfied.

## NEGOTIATING ON YOUR BEHALF

Bandwidth Advisors negotiates on your behalf to save you time and money.

Using our "Manual Reverse Auction" process and our in-depth knowledge of the industry, we will find you the best services, with the best terms, at the best prices.

We're not a reseller - all contracts are signed directly between you and the Service Providers of your choice.

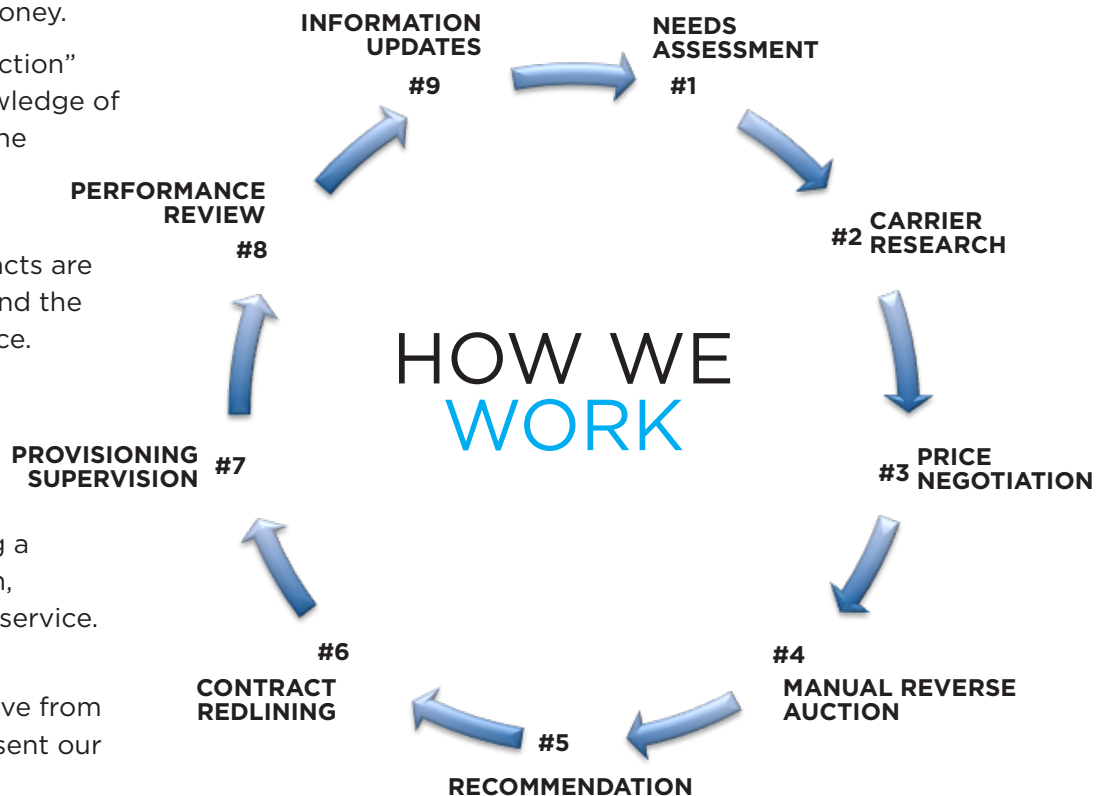
## WE'RE HERE WHEN YOU NEED US

We pride ourselves on offering a high degree of professionalism, personalization and customer service.

Unlike Service Provider sales representatives, who often move from provider to provider, we represent our clients long term.

## MAKING THE RIGHT CHOICES

Bandwidth Advisors takes the time to thoroughly understand your business requirements and expectations. Our primary responsibility is to support, inform, and be an advocate for you.



# WHY BANDWIDTH ADVISORS

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## OUR SERVICES COST YOU NOTHING

Unlike Service Provider sales representatives, we do not receive a base salary, nor do we receive an upfront commission from the providers. We are here for the long-run and earn a small residual payment from the carriers for the life of your service.

We currently represent over 200 Service Provider solutions, so we are neutral and unbiased. Our loyalty is to our Clients - to finding the best solutions to keep them competitive and in control. Best of all, our services are free-of-charge.

## INDUSTRY KNOW-HOW AND RESEARCH

We maintain an industry wide, global view to counsel our Clients on market and technology trends, price changes, unique solutions offered by niche providers and insider "tricks of the trade." Because we do the research, you can remain either visible or invisible to the Service Providers.

We have Carrier-neutral relationships with every top-tier Service Provider, which allow us to source the best solution, at the best price, along with the best terms for our clients.

## MARKET INTELLIGENCE

We have 24/7 access to a detailed fiber mapping tool, which allows us to research the fiber and Service Providers available at any given location. We also keep up-to-date POP and escalation lists for the providers we represent.

These tools offer great value to our Clients. We save them valuable time from having to research fiber availability and finding the appropriate contacts at the Service Providers.

## EXPERIENCE THE DIFFERENCE. WORK WITH AN ADVOCATE.



## SERVICES BROKERED

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Data Centers and Colocation

Managed Hosting and Cloud

Wholesale Internet  
Connectivity

MPLS and Data Networks

Content Delivery Networks

VOIP and SIP Services

## CLIENT TESTIMONIALS

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*"I have worked with Bandwidth Advisors on several deals. They understand the Data Center space better than anyone I know."*

*Hernan Alvarez  
Sr. Director IT/Operations  
Whitepages.com*

*"Bandwidth Advisors made the quoting and selection of our data center needs streamlined and straightforward. Whether dealing with facility selection, contract reviews or pricing negotiations, Bandwidth Advisors remained our trusted advocate through the process."*

*Tom Lockwood  
Director of IT & Logistics  
Car Toys*