

TOP 10 REASONS PROVIDER PARTNERS WORK WITH US

BANDWIDTH ADVISORS

DATA CENTER & IT INFRASTRUCTURE EXPERTS

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1 RESULTS

Since 2003, Bandwidth Advisors has brokered over \$75 million in telecom and data center contracts. On average our Team brokers over \$45,000 in new monthly revenue per month. Our Clients include many of the West Coast's largest software developers, real estate companies, and media distributors.

2 EXPERIENCE

With over 60 years combined experience, Bandwidth Advisors offers a high degree of technical proficiency as well as a lengthy client list to help you match your services with the right customers.

3 SAVE MONEY

Our Partners invest less to acquire new Clients and retain customers. Maintaining a direct sales force is expensive when you consider base salaries, ramps, turnover, upfront commissions, employment taxes, health care benefits, training, etc. - you only pay Bandwidth Advisors when we produce.

4 SAVE TIME

Partnering with Bandwidth Advisors will allow your company to focus on its core strengths - building data centers and telecom networks. We save our Partners countless hours of time by presenting qualified prospects that are ready to purchase.

5 CARRIER AND CLIENT ADVOCATE

Bandwidth Advisors speaks on behalf of our Clients and our Carrier Partners. We aim to negotiate mutually beneficial, fair business agreements for all parties involved.

RECENT AWARDS

Intelisys - 2008, 2009 & 2010
Advisory Council
Top Performing Club - Silver

Telarus - 2009 & 2010
Advisory Council

Corelink - 2008, 2009 & 2010
Highest Revenue Partner

NTT America - 2008, 2009 & 2010
Largest Number of Deals

Switch & Data - 2008 & 2009
2ND Highest Revenue Partner

AboveNet - 2008
Top Channel Partner in the West

Internap - 2008
Advisory Council
Top NW Channel Partner

Integra - 2008
Top Agency 1ST & 3RD Quarter

WBS - 2007 & 2008
Top Agent West Coast

"Bandwidth Advisors is not only a trusted Integra partner, but is also a trusted industry expert. Their ongoing commitment to professional service, to both their Clients and Partners, is demonstrated through the success of the company and the satisfaction of their partners."

*Matt Smith
Vice President of Sales
Integra Telecom, Inc.*

6 CONFIDENCE

The Bandwidth Advisors team possesses the experience and confidence necessary to succeed with a 100% commission plan.

7 BETTER CLIENT RELATIONSHIPS

Success derives from the right relationships with the right people. Our key Clients make us their "Official Bandwidth Advisor." Clients sign our Letter of Agency agreement, formally authorizing Bandwidth Advisors as their sole telecommunications broker.

CRM TOOLS

8 Bandwidth Advisors has a full-time back office team. We track every Prospect, quote, service order and Client using Salesforce.com and RPM.

THE LONG HAUL

9 Unlike the average Direct Sales Rep who switches Service Providers every year and a half, we support and value the relationships with our Clients, Prospects and Partners long-term.

IT'S THE FUTURE

10 Simply put, our Agent model is more efficient and effective for all parties involved. Our Partners experience real results due to our technical proficiency and superior client relationships. Invest your time and resources in Bandwidth Advisors, and we'll improve your bottom line.

PROVIDER TESTIMONIALS

"Bandwidth Advisors provides Internap with exceptional representation in the Pacific Northwest. Their management and associates are seasoned and highly focused information technology experts who really understand the full breadth of Internap's product suite. We couldn't ask for a better partner than Bandwidth Advisors."

*Jean-Marc Porson
Channel Development Manager
Internap Network Services, Inc.*

"NTT America is pleased to have Bandwidth Advisors as one of our premier channel sales partners— their agents are experts in our field, and their knowledge of our product suite of domestic and international IP Network and Data Solutions is second to none. We work very closely with our partners in the course of customer engagements, and the team at Bandwidth Advisors' degree of expertise coupled with their dedication to customer satisfaction provides for a top notch engagement time and time again."

*Rod Krzywicki
Vice President of Sales
NTT America*

EXPERIENCE THE DIFFERENCE. **WORK WITH AN ADVOCATE.**

