



OVERVIEW

SPECTROTEL IS THE ONE SOURCE FROM THE CLOSET TO THE CLOUD! Spectrotel is a leading national integrated solution and managed services provider for enterprise businesses. We remove the complexity of sourcing, scheduling and managing multiple providers by offering a full suite of services and resources unmatched in the industry. We offer the most comprehensive end-to-end, single-source solution from structured cabling to network infrastructure and design services and everything in between.



KEY FEATURE AND DIFFERENTIATORS

Why enterprise, multi-location customers choose Spectrotel is because of our proven ability to marry and manage multiple technologies and providers resulting in optimized solutions, enhanced performance and complete accountability under ONE roof. The benefits of working with Spectrotel is we are carrier, platform and equipment agnostic. This results in a customized network solution for an enterprise because we can manage, monitor, secure and with our four best-in-class SD-WAN services, optimize the use and quality of that network. Our sweet spot is multi-location companies looking to simplify their technology solutions and seek a “personal” touch. The larger companies/aggregators are unable to deliver the level of personal service, customized solutions, and sourcing of any provider that Spectrotel can.



LOCATIONS

Neptune, New Jersey

Spectrotel has regional representation throughout the country in the following states:

Texas
Arizona
Oklahoma
Southern California
Boston
Atlanta
Las Vegas
Virginia
Greater New York Metro areas

NA



SERVICE OFFERINGS

TELECOM

Spectrotel aggregates over 250 North American carriers to include over 100 cable operators and all incumbent ILEC's . Our proven ability to consolidate 100's of disparate networks, consolidate 1000's of invoices, and provide a single point of contact allows enterprise companies to focus resources on more strategic initiatives.



IDEAL CUSTOMER PROFILE

Spectrotel's ability to provide an integrated solution for Voice, Internet, Cloud, and Managed Services attracts multi-location enterprise customers seeking dedicated and exceptional service. While we provide individual services to meet customer requests, our ability and proven expertise to manage it all attracts customers looking for a complete management solution to consolidate service providers, consolidate invoices, improve technology and security, reduce costs and call one U.S. based location for support. The ideal Spectrotel customer is one looking for a partner to own the experience, improve quality, and completely manage the network with no finger pointing.

The value to our partners when selling Spectrotel is:

- One point of contact
- One network management view
- One Premier Account Manager
- One Portal for Account Information
- One Invoice
- One Happy Customer



CUSTOMER TESTIMONIALS

"As we have grown and considering the well-publicized security breaches in the retail sector, our security needs have increased exponentially, and PCI compliance is an absolute necessity for our business. In the past, we had purchased broadband and managed services from a variety of providers and we attempted to coordinate the project of PCI compliance internally without much success. As a result, we

DATA

Spectrotel's suite of Internet over Anything and data solutions such as TLS, MPLS, EPL and VPN's provides you the best available underlying infrastructure with unparalleled solutions, and service, aimed at meeting any bandwidth need based on geography and price point.

UCAAS

Cloud is exploding with more products and providers than ever. Spectrotel is the only provider of multiple soft switch options. Benefits are - Business class state of the art technology choices; Enhanced UCaaS, mobility, and corporate features, Disaster Recovery; Unique cloud-based features and much more

SDWAN

As a recent SD-WAN product of the year winner Spectrotel's robust SD-WAN portfolio features four best-in-class providers to include Bigleaf, Cisco Meraki, Fortinet Secure SD-WAN and VeloCloud. Spectrotel works with multiple technology partners to offer a variety of options providing the optimal SD-WAN solution for customers. Depending on the customer's traffic patterns and network topology, we can tailor the perfect solution for their unique needs.

SECAAS

Spectrotel has made a significant investment in security and compliance to enable customers to combat growing security challenges by leveraging our best-in-class Security Information and Event Management (SIEM) and vulnerability scanning. Our suite of security solutions includes Anti-Malware, intrusion detection, penetration testing, anti-virus, managed firewalls among others.

IOT



QUALIFYING QUESTIONS

1. Are you currently working with multiple carriers?
2. Is your current phone system premise-based, hybrid or cloud?

determined that it was important to seek a single partner who could aggregate the services and help coordinate the compliance effort for the corporation. In late 2015, we became an enterprise customer of Spectrotel purchasing our entire broadband internet along with VoIP services and overlaid Spectrotel's managed service portfolio including security across the entire network. The major hurdle for PCI compliance is Level 3. Up until our partnership with Spectrotel, we had been unable to pass our PCI Scan."

3. Are your IT services internal, outsourced or a combination?
4. Do you have a business continuity plan?
5. What are your compliance and security requirements?
6. What are your plans for digital transformation?
7. Are you cloud-ready?
8. Do you have a strategic roadmap for IoT?
9. What are your biggest obstacles to success?
10. Where are your biggest expertise gaps?
11. Are you managing or monitoring your bandwidth needs?
12. Have you recently conducted an IPS or Pentest?



INDUSTRY RANKINGS

- 2019 Internet Telephony SD-WAN Product of the Year
- 2019 Visionary Spotlight Award - Managed Services
- 2018 Internet Telephony Award - Hosted VoIP
- 2018 360 Channel Partners Award Winner
- IT Expo Best in Show Enterprise Portal Award