



OVERVIEW

Technology advancements are opening new doors to opportunities that are transforming the business landscape. Competition is at an all-time high as companies race to satisfy client needs faster and extend services farther. Technology is a critical part of business. Your customers success depends on having secure, scalable technology solutions that can support opportunity when the time is right, and evolve as your business needs require. Spectrum provides the digital infrastructure that enables businesses to outperform.



KEY FEATURE AND DIFFERENTIATORS

Spectrum's advantage is our diverse and in-demand product suite. From Business Internet Gig, with speeds up to 940Mbps to our Cloud Connect offering, we can provide a complete solution for your customer.

- Our nationwide network allows us to serve customers of all sizes in 41 states, including New York City, Los Angeles, and Dallas.
- To assist with more complex fiber-based solutions, Spectrum offers access to our Sales Engineers.
- Our people. We have a wealth of award winning Channel Managers and Sales leaders to support you in the field and when you need us.
- An ever-evolving product portfolio. Spectrum remains on the forefront of technology with products that stay ahead of the curve.



LOCATIONS

Stamford, CT

Spectrum serves more than 28 million customers in 41 states and 32 metros across the U.S.

For more details on our footprint or to conduct serviceability checks visit PartnerLink (www.channelpartners.spectrum.com).

N/A



SERVICE OFFERINGS

DATA

Connectivity is the lifeblood of a business and the backbone of commerce. Spectrum offers customized data solutions up to 940Mbps over DOCIS and up to 10Gb over fiber.



IDEAL CUSTOMER PROFILE

IT decision makers or Small Business owner from organizations with one or more locations who need:

- High-uptime Internet connections, fast upload and download speeds (up to 10 Gbps) or need assured capacity for a single location or VPN connectivity.
- Low-latency connections to transfer large files and route time-sensitive network traffic or a variety of traffic such as voice and data.
- To update or replace outdated or aging communications technology.
- To improve their network's efficiency, security and accessibility with reduced latency.
- A secure, high-performance connection to public or hybrid cloud services from leading cloud providers.
- Data, voice, and/or video service to serve customers and/or employees



QUALIFYING QUESTIONS

- Do you have any performance challenges with your current communications provider?
- What technology projects/applications is your business working on or looking to launch?
- What technologies has your organization put in place to ensure you don't suffer from slow network performance or delayed response time?
- What is your business continuity plan to ensure uninterrupted voice services?
- How are you accessing your AWS or Azure cloud services today?
- How does your existing communication platform integrate with your employees' mobile devices?
- When did you last update your company's security device and what's your plan for keeping up to date?
- How many wireless devices do you estimate are in use at your location?