



Benefits Your Business

We're proud to be a member of NextGen Technology Group, a prestigious, nationwide organization consisting of independently-owned telecommunications solution providers. Representing over \$90 million in revenues and serving over 30,000 customers, NextGen members are 'connected in' and uniquely qualified to tackle any business communications challenge using a broad range of technologies, products, manufacturers and techniques.

NextGen members recognize the business implications of the sweeping telecom market shift currently underway, where organizations are gaining powerful new productivity applications and saving money by moving away from traditional TDM systems to sophisticated Voice over IP (VoIP) solutions. We embrace these next-generation IP solutions and draw on the best practices of other 'best-in-class' NextGen members to bring superior expertise, service and support capabilities while, more importantly, parlaying the benefits of IP technology to you, our customer.



NextGen: The Power of One, the Strength of Many

NATIONAL FOOTPRINT

Organizations with multiple locations or remote workers located across city, county or state lines are easily supported by NextGen member organizations. Regardless of number or location, we work with fellow NextGen members across the country to get all of your sites up and running quickly and hassle-free -- all with a single point of contact for comprehensive systems deployment.

'BEST OF BOTH WORLDS' PARTNERSHIP

Partnering with a NextGen member gives you the best of both worlds – the power of one relationship, with the

strength, knowledge and support of a large organization. We maintain a direct business-to-business relationship with important customers like you while enjoying – and sharing – the advantages of being part of a larger organization.

EXTENSIVE TECHNICAL EXPERTISE AND SUPPORT

Your business will have access to a nationwide network of support staff available 24 hours a day, 7 days a week including dozens of information technology architects, network specialists, and experienced business and technology problem solvers to help ensure the successful planning, testing and deployment of your IP communications solution.

Staying Sharp, Staying Connected

NextGen members realize the benefits gained from the group's collective base of expertise and work with fellow members to document and share best practices. Equally important is a commitment to ongoing training in new technologies and maintaining an active relationship with equipment and solutions manufacturers to stay on top of industry trends and influence product development based on customer needs. Other ways we as NextGen members stay connected with the latest market advances include:

- Quarterly **NextGen MindShare** meetings, where members and outside experts share the latest in IP technology, including customer deployment scenarios, new products from manufacturers, and the latest best practices.
- Monthly **NextGen Technical Webinars** presented by members and based on direct experience and independent research.
- Exclusive access to the **NextGen Knowledge Base**, a powerful online tool that offers tips, tricks and time-tested solutions to business customers' toughest communications challenges. This members-only Knowledge Base provides in-depth, real world information that greatly simplifies the most difficult tasks in our industry on product solutions and installations that picks up where the manufacturer's documentation leaves off.
- Exclusive access to senior-level executives with **NextGen Alliance Partners**, including manufacturers of telephone systems, IP application software, infrastructure cabling, IP security systems, and equipment repair, as well as carriers, other service providers and more. This allows NextGen members to influence product development that is most critical to your business operations.

The Importance of Voice & Data Convergence to You

The ways in which IP technology can transform your business are endless. One wrong move during deployment can have a devastating impact on your company's success. Because integrating IP telephony with data communications is not without risk, it's critical that you partner with a solutions provider who has considerable and demonstrated expertise to bring these benefits to your organization.

- Independent telecom integrators who aren't part of NextGen are limited by their own experience and the size of their team.
- IT/networking firms typically focus on the data side of the technology and are not well versed in voice technology and applications. Trusting someone not intimately familiar with voice and IP can have you buying hardware and software you don't need or won't grow with your business.
- By contrast, NextGen members are proven voice and data experts, with the ability to bridge the gap between data and voice, and with 24/7 access to the people, technology and information you need to take your organization to the next level.
- NextGen members provide a thorough needs assessment to help determine which equipment or services will work best for your organization today, and will outline how this investment can migrate to the

future as your business continues to grow.

NextGen Sets the Bar High

NextGen membership is by invitation only. Telecom integrators who become members are carefully screened and accepted only if their business meets rigorous criteria, encompassing business success, management and ethical business practices, technical capabilities and peer recommendations. Setting a high standard for membership strengthens the reputation NextGen has attained within the telecommunications industry.

NextGen
GROUP

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