



10 Benefits of Working With a Supplier Neutral Partner

When evaluating a new business technology solution, here are 10 reasons you should be leveraging LTT Partners as your supplier neutral partner, rather than going direct-to-carrier.

1. Gain access to unlimited supplier options.

You will get the best supplier options for your company's needs. A supplier neutral partner will filter providers based on your specific objectives and their strengths.

2. Secure a single point of contact.

Less finger pointing and fewer headaches. All billing and contracts stay direct with you and the carrier. You now have an added layer of free support. When you have a question, concern, or an issue to resolve, you only need one phone number to dial.

3. Obtain personalized strategy and solution planning.

Work with seasoned solution engineers who live and breathe business technology. A good supplier neutral partner will hand-craft the perfect strategy for your enterprise.

4. Avoid quota-based carrier sales reps

Going supplier direct often means dealing with a one-track minded sales rep focused on quota and commissions, not to mention a limited number of solutions sets they can offer. Supplier neutral agents have no quotas to fill, and with the ability to recommend all carriers, their solutions are unbiased.

5. Develop a Long-Term relationship

Great carrier sales reps often get promoted, and unskilled reps are fired or change jobs. A good supplier neutral partner is not going anywhere. They are vested in their own business as their livelihood. No more turnover hassles.

6. Gain a trusted advisor

A great supplier neutral partner will be an extension of your business in ways that a direct carrier simply cannot. Not only can they speak to the technical aspects of solutions, they will provide a total cost of ownership analysis to speak to financial and business forecasting.

7. Acquire greater leverage

The best supplier neutral partners have strong relationships with carriers to leverage up-the-chain contacts that will help you negotiate price, expedite trouble tickets and simplify the vendor experience.

8. Recover lost hours

By offloading technology research projects, you regain those hours you would have spent comparing and vetting providers.

9. Focus on what you do best

Let your supplier neutral partner do the rest. A supplier neutral partner is a free resource of solution engineers, project managers, and tech consultants that allow you to focus on the big picture of your business with peace of mind.

10. Stay on the cutting edge of technology

Between tech advancements and carrier mergers and acquisitions, understanding industry changes is a full time job. Supplier neutral agents pride themselves on keeping their fingers on the pulse of technology so you can leverage the right resources to grow your business as you intended.