

cbts



## Four attributes of a reliable provider

- 01 Leads with a consultative approach**  
Educates your customer, willing to whiteboard, and drills down to the business problems.
- 02 Stays on task**  
Respects their role, follows the process, and stays focused on the goal.
- 03 Knows when to say no**  
Remains honest and upfront, especially if their solution isn't the right choice.
- 04 Is always responsive**  
Responds to e-mails and requests for quotes and turns around proposals quickly.

### CBTS BY THE NUMBERS



**800+**  
Engineers



**2,500+**  
Unique technology  
certifications



**2,400+**  
Employees



**3,000+**  
Enterprise clients



**\$1.35B**  
In revenue

Dive into  
the details





### Enterprise voice, CX, & CPaaS

- MS Operator Connect
- Webex Calling
- Webex Contact Center
- Webex Connect
- Five9
- CBTS CXsync
- Avaya PS/maintenance
- Complex SIP trunking



### Managed network, SD-WAN & SASE

- Palo Alto Networks SD-WAN/SASE
- Palo Alto Networks XDR/Cortex
- Cisco Meraki SASE
- VeloCloud
- Juniper Mist
- Wi-Fi/LAN
- Circuit aggregation
- 4G/5G/LTE backup
- Circuit LOA



### Cloud migration & management

- Public/private cloud
- FINOPS consulting
- VM rightsizing
- Amazon AWS
- Microsoft Azure
- VMware/Nutanix
- Backup as a Service
- DR as a Service



### Cybersecurity services

- SOC
- MDR/EDR/XDR
- Penetration testing
- Web/API testing
- Vulnerability scanning
- Patching as a Service
- NIST/ZTNA assessments
- Virtual CISO



### Professional services

- Microsoft 365 Copilot
- LAN/Wi-Fi/network
- Voice/SIP
- Data center/cloud
- Application migration and modernization
- AI Accelerator
- Security consulting

Pre-sales

Subject matter expert

On-site

MAC



**End-to-end customer experience**

Pre-sales

Network design document

24x7 support

Co-managed