airespring®
Cloud, Fully Managed and Connected

AireSpring Sales Battle Card

Founded in 2001 and 100% channel focused, AireSpring is an award-winning, privately owned, Nationwide Managed Services Provider and Network Operator. We process over 30 billion calls per year on our carrier-grade advanced VoIP network.

We maintain network interconnections with over 16 US networks and all major carriers. Our hybrid reseller/network operator model allows us to tie together multiple services and carriers nationwide into a single, customized quote and one bill. We offer very competitive rates, generous evergreen commissions & personalized service that Mega-Carriers don't provide.

We handle your orders differently. Every order is treated as a project and assigned a project coordinator and implementation engineer. Our project management team is second to none. We pride ourselves on our flexibility, agility and responsiveness. We make it easy to quickly escalate issues to Senior Management for rapid resolution.

Product Portfolio

Cloud & Voice Communications

- AirePBX UCaaS
- AireContact CCaaS
- SIP Trunking
- LD Voice
- TDM/PRI/Analog

Managed Network Services

- Business Internet
- Managed Connectivity
- MPLS Mesh
- SD-WAN
- 4G Wireless

Managed IT

- Managed Failover
- Managed Security
- Managed Routers & Switches
- AireNMS Network Monitoring

Top 10 Reasons to Partner with AireSpring

1. **We don't sell direct:** We will never compete with you on a retail level.
2. **Our commissions and SPIFFs** are among the best in the industry.
3. **Fully Managed service:** We take responsibility for all elements. No finger-pointing between providers.
4. **We provide white glove service** to you and your customers with an escalation list that includes our CEO.
5. **We guarantee QoS.** Our managed connectivity option ensures end to end, true QoS.
6. **Our geo-redundant, nationwide network** provides true diversity and supports disaster recovery options.
7. **Our highly experienced technical team** helps you engineer the best solution for your customers.
8. **Our AireCare portal** provides 24/7/365 access to billing and service details.
9. **One bill, multiple providers, one point of contact**.
10. **FREE AireNMS™ 24/7 WAN Network Monitoring Service**.

Additional Resources:

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SALES QUESTIONS FOR AIRESPRING:

1. Do you have unique needs? Are you looking for a customized network solution that isn't "cookie cutter"?
2. Are you looking for a single provider who can service all your locations spread across multiple areas, including some hard to reach spots?
3. Have you been getting poor service from your current carrier? Do you need a high level of responsiveness and flexibility?
4. Do you need a Fully Managed Cloud Phone system where you can rely on a single provider for all elements, including connectivity?
5. Are you tired of the finger pointing between your cloud voice provider and your connectivity provider?
6. Is it time consuming to keep track of all the providers you have to deal with for different services? Wouldn't it be nice to get one bill and have a single point of contact?

What our partners say:

"AireSpring is by far the easiest carrier we work with. Quote requests are handled quickly and returned the same day. Their wholesale program with AT&T is outstanding and gives agents the security knowing they are selling a quality data or fiber connection coupled with AireSpring voice. They are definitely our carrier of choice!"
– Marilyn Dooley, Telco Management Group

"Where do I start? AireSpring is tremendously responsive when asking for a pricing quote or working with me if I have a complex deal and setting up a call with customers and agents."
– Jon Arnold, President of JA Communications Group

"Number one thing I like is the people we deal with... AireSpring offers quite a bit of flexibility in the solutions we put together. Also another thing is always staying one step ahead. AireSpring did a great job of moving from long distance reseller to local to multi-data pipes, SIP, and MPLS networks... AireSpring is really smart about staying ahead."
– Adam Edwards, CEO of Telarus

CASE STUDIES

Financial Services: Client needed to replace an outdated on premise PBX. Between painful and expensive upgrades, unacceptable connection issues, and poor customer support, the client's previous phone system was a burden to the CTO and his IT staff. Tired of spending too much valuable time managing an outdated communications system, the CTO decided to shop for a new provider that could deliver a seamless transition to a cloud-based system. A communications consultant recommended AireSpring, and in the summer of 2016 they replaced their on premise PBX with AireSpring's AirePBX Cloud Business Phone System.

Results:
- Zero voice connection issues and clearer voice quality.
- AirePBX's mobile UC app enhanced communications and collaboration for remote and mobile workers and improved communications with customers.
- IT team now able to make changes to their PBX system with ease.

Healthcare: Large nationwide provider of skilled nursing care facilities was frustrated by its incumbent carrier and the service on its large MPLS network. With hundreds of nodes on its mission critical network, client was left in the dark regarding outages. Opening a trouble ticket with the provider was like sending a message into a void. They had contracted with AireSpring for PRI circuits and were impressed with their customer support and engineering staff. They noticed that AireSpring would dive deep into customer issues and provide flexible and agile solutions that other providers could not. As a result, AireSpring was invited to bid on providing their MPLS network and was awarded the contract.

Results:
- Client has visibility into all aspects of its network.
- Client has dedicated, responsive customer support person.
- Client and AireSpring team collaborate to make and implement changes to the network in real-time.

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