



Client Introduction

Your time is valuable. This is why your Technology Brokers are here for you. As an association of independent brokers and business owners, your CoreTech Broker has a large portfolio of service providers you can leverage to find, evaluate, contract, and implement technology services to solve your business needs.

Your broker has years of expertise to help your business find technology solutions within these categories. An hour with your broker could save a lot of time and money trying to evaluate services on your own. Ask your broker how they can help your business identify ways to optimize, reduce expenses, automate, scale, and better collaborate.



VALUE YOUR BROKER DELIVERS

Procurement consumes your precious time...and your time is money. You don't need to do technology procurement on your own. You have the help of your technology broker available at no-additional cost.

On Your Own

- Contacting multiple technology service providers is very time consuming.
- Providers recommendations are based upon the limited scope of services they offer. You often don't know if they are trying to put a square peg into a round hole.
- Sales people from the providers are on a sales quota plan that often translates into additional and unnecessary pressure on you to rush your decision process.
- Providers typically have you work with a single person. This single point of failure breaks down with illness, travel, vacations, and other of life's common disruptions.

Using a Broker

- Your broker does the leg work so you don't have to waste your time.
- Your broker represents dozens of Technology Service Providers so they can find one or more solutions to meet your ever changing business needs.
- Your broker does not have a sales quota so there is no additional pressure on you to make hasty decisions.
- CoreTech Brokers typically work in teams so there is no single point of failure. Plus they are backed by additional resources with the service provider.
- Your broker has additional technical resources at their disposal in order to address your more complex solutions.
- As business owners, your brokers understand your business, not just technology. They are your advocate and will be supporting you before and after the sale.