



Passionate About Helping You Make Tough Technology Decisions Easy

Smart Technology Decisions

In 1999, Excite, an early internet pioneer, had the option to buy Google for roughly \$750,000. Do you know what happened? In the simplest terms, they didn't see the potential and passed on the offer...

What does this have to do with Altera Solutions?

Well, it's a large, expensive decision gone wrong. When this choice was made, a lack of foresight and knowledge resulted in a HUGE missed opportunity. The same can happen to the average business making technology decisions without foresight or knowledge.

Let's say you realize you need a unified communications-as-a-service solution that combines instant messaging, video conferencing, email, voice, and data services. You shop around and settle for a solution that looks good enough.

Except a month goes by and you realize the platform doesn't integrate with other parts of your environment, you're being charged even MORE each time you add a new user, and what should've made you more efficient is becoming a huge time and money suck.

Do you have the resources, foresight and knowledge to make technology decisions that improve your profitability?

If, in the scenario above, you had the correct unified communications-as-a-service solution, your team would be able to grow seamlessly and work in a cohesive environment - staying productive around the clock.

You'd bring on more business opportunities, respond to clients quicker, gather word-of-mouth referrals because of enhanced customer experience, and grow your team with ease. Ultimately, you'd become more profitable.

This is what we're here for this is what motivates us to come into work each and every day...

Altera Solutions, Inc. was started 10 years ago to act as a one-stop-shop for organizations looking to find the right telecom and infrastructure-related services without hassle. We're a FREE and trusted resource that strives to:

- Save you money
- Speed up the process of vendor research/selection
- Get you the BEST possible outcome

We're passionate about helping you make tough technology decisions easy, which is why we take a 100% vendor-agnostic approach to match your requirements with reputable solutions for the following:

- Network Services
- SD-WAN
- UCaaS/Hosted Voice
- Contact Center
- Voice/Video Conferencing
- IaaS
- Backup as a Service
- Disaster Recovery as a Service
- Cloud Object Storage
- Office 365 Backup
- Network Security
- Endpoint Security
- Cloud Security
- SIEM and SOC

Once the products and services you signed up for have been installed, you have direct access to the vendor(s) for all 24/7/365 production support. Should you run into issues and need additional escalation, contact us and we will be there to help. We also ensure that you receive all the necessary documentation to verify terms of service and other important details.

As your needs change, we provide ongoing account support to ensure you are leveraging all available resources so you have the tools you need to deliver the best possible products and services to your customers.

How do you get the best possible outcome?

Our customers tend to experience aggressive pricing, alongside improved account & customer support with existing & new vendors, FREE vendor spend analysis and recommendations, and more. How? We leverage our channel partnerships with 150+ service providers around the world. We serve as advocates and advisors rather than direct sellers to customers.

As advocates acting on behalf of the buyer, our clients only pay the vendor directly for the services they subscribe to. Too often, when it comes to technology infrastructure, business owners and managers do not have the time to research and find solutions that are the best fit for them. This may leave them using technology that is outdated or doesn't align with their current vision and goals.

Both scenarios can have a negative impact on their overall outcomes. We leverage our channel agreements with vendors worldwide to maximize efficiency and minimize costs. And because we have a worldwide reach, we can connect you to region-specific service providers, as long as they are a good match for your company.

At the end of the day, it's all about you.

Altera has your best interests in mind. When you partner with us, you have the freedom and flexibility to choose services and engage with vendors in a way that works best for you. We understand that there are no "one-size-fits-all" solutions when it comes to finding the right technology for your company.



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