

# Network Planning & Procurement

**Tailored vendor solutions for sourcing network, cloud, and cybersecurity**

Sourcing your network, cloud, and cybersecurity solutions can be a daunting task. With numerous options for cloud computing, storage, backup, disaster recovery, cybersecurity, SD-WAN, Network-as-a-Service (NaaS) and circuits like fiber, DIA, and MPLS, finding the right fit for your organization's needs is challenging. Businesses often face difficulties in navigating complex vendor landscapes, negotiating favorable terms, and ensuring optimal performance across various IT functions.

At vCom Solutions, we streamline the entire process of sourcing network, cloud, and cybersecurity solutions. We start with a thorough needs assessment to evaluate your current network infrastructure, cloud environment, and cybersecurity solutions, as well as to identify your specific requirements. Based on this assessment, we design tailored solutions that address your organizational goals. By leveraging our extensive network of top-tier vendors and our deep industry expertise, we evaluate and compare options to ensure you receive the best solutions based on quality, functionality, and cost, ultimately delivering on your desired business outcomes.



## KEY FEATURES

### ✔ Network Infrastructure Audit and Vendor Scorecard / Buyer's Journey

Our team uses in-depth industry knowledge and a broad vendor network to identify and recommend the most suitable network, cloud, and cybersecurity solutions for your specific needs.

### ✔ Request for Proposal (RFP) Development

We manage the Request for Proposal (RFP) process from start to finish, helping you make informed decisions and select the best solutions.

### ✔ Custom Pricing Catalog

Upload custom carrier pricing for any vendor or asset.

### ✔ Vendor Agnostic

We prioritize finding the best solutions for your organization without being tied to any particular vendor, ensuring unbiased recommendations.

### ✔ Contract Advisory and Storage

We consult on contract negotiations and in some cases help determine special terms to negotiate and work with carriers to get approval.

### ✔ Proposal and Quote Management

See all proposals and requested quotes in one, easy-to-manage document center.

## KEY VENDORS



# BENEFITS

## ✔ Increased Efficiency

Streamline network sourcing processes, reducing complexity and saving time and resources.

## ✔ Vendor Relations

Let vCom manage the relationships with your providers, easing the burden of negotiations and ensuring better support and service quality.

## ✔ Greater Visibility

Gain insights into your network infrastructure for better decision-making and optimization strategies.

## ✔ Circuit Cost Optimization

Benchmark and drive out unnecessary circuit costs, ensuring optimal resource allocation.

## ✔ Personnel Relief

Alleviate IT team resource burden with a dedicated team to do the heavy lifting of mobile management.

## ✔ Scalability

Scale your applications and licenses as your business grows, ensuring your technology infrastructure can adapt to changing needs.

## WHAT WE HELP WITH

- Backup as a Service
- Broadband
- Cloud Backup
- Cloud Infrastructure
- Cloud Storage
- Dedicated Internet Access (DIA) / Network as a Service (NaaS)
- Desktop as a Service
- Disaster Recovery as a Service (DRaaS)
- Firewalls
- Hybrid Cloud
- Infrastructure as a Service (IaaS)
- Managed Detection and Response (MDR)
- Managed Secure Access Service Edge (SASE)
- Plain Old Telecom Service (POTS) and POTS Replacement Services
- Platform as a Service (PaaS)
- SD-WAN
- Security as a Service (SaaS)
- Session Initiation Protocol (SIP)
- Wi-Fi Complete
- Zero Trust

