



WANHUB

A joint project of the Telecom Association and Telecom Reseller



TelecomReseller

www.WANHUB.com

WAN HUB NEWS

What's WAN HUB?

By Dan Baldwin, Telecom Association

Ordering voice or data circuits? Need to know this month's best bandwidth prices? Need a list of all vendors that provide wide area network bandwidth to any location?

Telecom Reseller and Telecom Association are teaming to provide a monthly, multi-vendor, multi-service pricing and information portal here and at WANHUB.com.

Each month, on this page and at WANHUB.com you'll find the hottest new bandwidth prices and solutions from multiple Telecom Association WAN industry vendors.

Got a question about MPLS, Metro Ethernet or any other WAN connectivity solution? Send it to Dan@WANHUB.com and we'll answer it privately or here on this page.

WAN VENDOR PROFILE

TLCVision Chooses Qwest as provider of voice and data solution with Qwest® OneFlex®

Qwest Connects TLC Laser Eye Centers' 33 Locations



The high value, performance, and support we get from Qwest are very important to us as an eye-care services company. Even though our individual offices are small, Qwest® OneFlex® Integrated Access enables us to have what I call a business-class T-1 for our data.

Roger McIlmoyle, director of technical services

Challenge - As eye-care services company TLCVision expanded, its multiple locations relied on a heterogeneous mix of telecom providers. When the company made plans to add 25 new centers, TLCVision looked for a more time efficient and cost effective way to handle voice and data services for its existing and new sites.

Solution - TLCVision chose Qwest® OneFlex® Integrated Access for all of its 33 locations and future sites. In addition, each TLCVision office is using Qwest long-distance services and TLCVision administrators use the self-service Web portal Qwest Control to easily access and track information about their Qwest services.

Benefits and Results - Sites that converted from prior vendors to Qwest® OneFlex® Integrated Access and Qwest long-distance service, have achieved about a 45 percent savings in combined telecom and data costs. Return on investment (ROI) achieved in eight months rather than the year that had been predicted. The improvement in reliability over past solutions is a significant business benefit since the offices are medical practices and need patient information in a timely manner. Excellent customer service with one point of contact for the whole U.S. Support of a single, reliable vendor reduces administrative costs and personnel needs. Simplified, self-service online management using Qwest Control®.

Client - TLCVision is a \$300 million eye-care services company that provides eye doctors with the tools and technologies needed to deliver high-quality patient care. TLCVision maintains leading positions in refractive, cataract and optometric markets. Reliable voice and data communications are essential to TLCVisions more than 33 offices, for preparing and delivering patient data and other medical information.

Solution Provider Profile - Qwest Business is a choice of 95 percent of Fortune 500 companies, offering a comprehensive portfolio of data and voice networking communications solutions to enterprises, government agencies and educational institutions of all sizes. The Qwest network backbone covers the entire continental United States and has one of the largest fiber footprints in the U.S., capable of supporting 40 Gbps data transmission rates. At Qwest, Business Partners are important and rewarded. From superior sales, technical and product training, to lead-generation campaigns and co-branding, the Qwest® Business Partner Program provides the proven tools to maximize your success.

Get More Information - To learn more about this or similar Qwest multi-location solutions please visit www.qwest.com/partner or Qwest.WANHUB.com where you can:

- Print a two-page case study of the TLCVision case study,
- View other Qwest multi-location case studies, or
- Partner with Qwest or a Qwest Business Partner to deliver comprehensive solutions like this by contacting a Qwest Business Partner representative at www.qwest.com/partner

WAN HUB EVENTS

MSP's meet in Las Vegas November 12 and 13

If you are a Managed Services Professional or are thinking about transitioning to the MSP business model, you MUST go to MSPWorld IN Las Vegas Nov. 12 & 13 at the Venetian. More info at WANHUB.com or MSPAlliance.com.

Social media training classes for telecom equipment VARs

Don't know your "LinkedIn" from your "Twitter" from your "Facebook" (but think you should?) You're in luck because the world's #1 social media trainer also happens to be a long-time IT industry sales engineer. Sign up for social media online webinars at WANHUB.com.

CIRCUIT PRICE MONITOR

Full DS3: \$2499 with first month free!

*Commission = \$220/month

3MB Ethernet over Copper \$595 / \$495 / \$395 (1/2/3 yr terms) *Commission = \$53/\$44/\$35/month

5MB Ethernet over Copper 5MB: \$995 / \$795 / \$655 (1/2/3 yr terms) *Commission = \$88/\$70/\$58/month

7MB Ethernet over Copper 7MB: \$1195 / \$995 / \$795 (1/2/3 yr terms) *Commission = \$105/\$88/\$70/month

10MB Ethernet over Copper 10MB: \$1395 / \$1195 / \$985 (1/2/3 yr terms)

*Commission = \$123/\$105/\$87/month

9-Site MPLS IP-VPN: \$3000.00/month

*Commission = \$1000 up front, \$180/month

Ordering voice or data circuits? These are just a sample of the current rates. Get full details, instant price quotes and carrier names at www.WANHUB.com

November 2010 Pricing (as of October 1, 2009)

BUYER'S GUIDE

Approved Vendors

TA Vendors with a documented history of competitive pricing, category expertise and remarkable customer service



Carrier & IP Services

A nationwide footprint for nationwide customers 95% of the Fortune 500 choose Qwest Become a partner or find a partner www.Qwest.com/partner



Carrier & IP Services Broker

Access all LECs & CLECs through one source Serving enterprise customers & VARs since 1991 Our allegiance is to customer satisfaction www.TBI.com



Fixed Wireless & IP Services

Get real redundancy with our Land & Air solution The total voice & data solution in Southern California Hosted VoIP, SIP & IP services nationwide www.ColorBroadband.com

Service Specialists

TA members who offer category expertise and personal service.

Voice and data circuit quoting service

NBC Solutions Corp.

Carrier Neutral, Multiple quotes FAST Ethernet, T1's, PRI's, POTS, DSL, Cable, eFax Hosted VoIP, SIP Trunking, ShoreTel IPBX, Conferencing www.NBCSolutions.Net 631-223-4581

Hale Communications

Need to compare multiple vendors to Save? Relax, we'll take care of that. Single point of contact for voice, data & Internet. www.HaleComm.com 866-483-6618

MPLS Quick Quote

Converging your voice & data networks? Compare several providers side by side right now MPLS quotes shown in under 2 minutes! www.MPLSQuickQuote.com 866-270-6060

Managed IT Services

Savvis = Worldwide Cloud Computing

Managed hosting, colocation, and network connectivity 28 owned and operated global Data Centers and our Tier 1 Cisco-Powered MPLS network infrastructure www.Savvis.net 800-SAVVIS-1

LogiSIP for SIP Trunks & Hosted VoIP

Over 15 years of Experience. Works with most IP PBX's Bandwidth agnostic (Use your existing broadband) Provisioned in hours not weeks www.LogiSIP.com 888-LOGISIP

Conferencing Services

Conference Call For Less .com

Toll free conferencing from 6¢ per minute. Audio, Web, Video and WebEx conferencing for less. Try Microsoft Office Live Meeting 30 days free. www.ConferenceCallForLess.com 866-340-2712

Time to Buy Your Own Conference Bridge?

High-volume enterprise customers can save thousands with their own conference bridge. See video discussing benefits of leasing, purchasing and maintaining your own conference bridge. www.ConferenceBridges.com 866-338-5768



Carrier & IP Services Broker

Instant online quotes for enterprise end-users National lead sharing program for telecom VARs See why our software makes us better www.Telarus.com



Nationwide Multi-Location Accounts

Managing all your phone lines on one invoice is our mission and core competency. At ECI, there is only one market. Customized solutions, personalized service & realized value. www.ErnestGroup.com



Multi-Provider Telecom Expense Management

130 services from 90 providers on one managed invoice. Eliminate all your local, LD, wireless and Internet bills. Manage & procure all services from our web-based portal. www.WCS.com

Toll Free Number Service

800 Telecom .com

Need an easy-to-remember 800 number (not a 888, 877 or 866)? Thousands of easy vanity numbers to choose from. Same-day RESPORG transfer to the carrier of your choice. www.800Telecom.com 800-936-2006

Training Service

Office Communications Server

OCS Forum - Free weekly videos on OCS. Monthly webinar training. "Live" labs and onsite training. www.OCSforum.com

Social Media for Telecom Pros

Generate new business leads from LinkedIn, Twitter, Facebook, etc. On-site & web training given by Social media expert with telecom & IT background. www.LinkedinForBusiness.com

Legal Services

Law Office of Mark C. Del Bianco

Helps enterprise customers, VARs & agents cost-effectively negotiate carrier contracts, resolve disputes & achieve business goals. Practices before the FCC and state PUCs. www.MarkDelBianco.com

Arent Fox LLP, Ross Buntrock

Experience drafting and negotiating a wide variety of telecom, equipment and technology agreements. Contact Ross Buntrock Buntrock.ross@arentfox.com, 202-775-5734 www.ArentFox.com/Practices/Telecom

Merchant Services

(VISA/MasterCard)

Interchange Business Connection

Reduce credit card processing costs without changing processors Over 15 years experience. Our average clients save 8% to 25% Watch our web video to see how we do it. How much will you save? www.Dial411.net/IBC 800-864-6877 x10

Visit WANHUB.com for current multi-vendor SIP trunk, MPLS and Metro Ethernet bandwidth pricing.