

# COMPANY OVERVIEW

Founded in 2001 and 100% channel, AireSpring is an award-winning, family owned and operated, Global Managed Services Provider and Next Generation Aggregator. We are multi-location, multi-services specialists focused on SMB, mid-market and multi-national enterprises. We maintain network interconnections with all major US carriers and over 35 regional networks as well as top international carriers covering more than 190 countries. Our hybrid reseller/network operator model allows us to tie together multiple services and carriers worldwide into a single, source solution, with one invoice and one point of contact. AireSpring is easy to do business with and is known for integrity, reliability, and dependability. We offer highly skilled solutions engineers to work with you and your clients to select the best solution. Every order is treated as a project and assigned a project coordinator (PC) and a managed services engineer (MSE). Our project management team is second to none. We pride ourselves on our flexibility, agility, and responsiveness.

## ADDITIONAL RESOURCES:

Website: [www.GetAireSpring.com](http://www.GetAireSpring.com)

## PRODUCT PORTFOLIO

### Cloud & Voice Communications

- UCaaS
- CCaaS
- MS Teams Direct Routing
- SIP Trunking
- Long Distance SIP Trunking
- PRI & Analog Handoff
- AT&T POTS Replacement
- Legacy POTS

### Managed Connectivity

- Business Internet  
(Fiber/Broadband/Fixed Wireless/Satellite)
- Ethernet
- MPLS Mesh
- Multi Cloud Connect
- Field Services
- Network Monitoring

### Global

- Global Connectivity
- Global Private Network
- Premium Internet Access in China
- Global SD-WAN, SASE & Security
- Global Logistics & Procurement

### Managed Global SD-WAN, SD-Branch, SASE & Security

- VMWARE  
SD-WAN / SASE
- Fortinet  
SD-WAN / Next Gen Firewall Switches / WiFi Access Points
- Cisco Meraki  
SD-WAN / Next Gen Firewall

### Mobility

- Managed Wireless WAN
- MVNE Services

## TOP 10 REASONS TO PARTNER WITH AIRESPRING

- 1- **100% Channel:** We do not sell direct and never compete with you on a retail level.
- 2- We offer USA and **Global Internet with SD-WAN** virtually anywhere in the world.
- 3- We own and operate **one of the largest SIP Networks in the USA** and offer MS Teams Direct Routing.
- 4- Our **broad product line** includes SASE; Global Managed SD-WAN; Managed Security; UCaaS; Business Internet; Mobility; POTS/POTS Replacement; and SIP.
- 5- **Fully Managed Service:** We take responsibility for all functions. No finger pointing!
- 6- **QuoteSpring** real-time, online, 24/7 quoting/pricing tool shows every available option, at every available speed, at every address in the US, and Internet in over 190 countries.
- 7- **Spis on Renewals** and Evergreen Contracts.
- 8- Our **FREE AireNMS 24/7/ WAN monitoring** system spots issues and proactively opens tickets 98% of the time before an issue happens and resolves it.
- 9- **Personalized Customer Service** and an Escalation List up to our CEO.
- 10- **One Bill, One Point of Contact, One Company.**

## CASE STUDIES

### Large Multi-National Insurance Company

Multi-national Insurance company with 6,000 employees serving the USA, Canada, Europe and other countries with 59 locations and 9 datacenters needed to migrate away from their expensive and IT labor intensive, MPLS network. Many of the circuits were legacy TDM and needed to be upgraded. The customer also required redundancy at every location for a more resilient network. Partner and customer chose AireSpring based on their presales experience with our Solutions Engineering (SE) team and the regional Channel Manager. The AireSpring SE team's design process, which included numerous joint white-board sessions with both technical teams, demonstrated its expertise in SD-WAN and Connectivity not only in the USA, but globally.

#### Solution:

AireSpring replaced the MPLS network by designing a new Global Private Network (GPN) comprised of DIA and Point-to-Point circuits and SD-WAN.

- DIA circuits sourced in 42 sites in the USA and 17 international locations.
- Point-to-Point circuits from each site to one of 9 Global Data Centers using diverse carrier networks from the DIA circuits.
- VMware SD-WAN domestically and globally in a High Availability (HA) deployment with switches.

#### Results:

- A more resilient, secure global network managed by AireSpring allowing the Client's IT staff to focus more on the company's core business versus the IT labor intensive and expensive MPLS network.

### Large Commercial Property Management Company

A large, multi-state Commercial Property Management organization turned to their trusted advisor for a solution for a 26-site opportunity that would expand to two hundred sites. They had numerous internet and telco providers and multiple technologies, from UC, to traditional PBXs, to POTS all managed by individual property managers, their own HQ, and a 3rd party MSP. They faced security challenges since some offices lacked firewalls or VPNs. They were also caught up in ISP industry consolidation creating more challenges. This was a distraction from their core business and cost overruns were frequent.

#### Solution:

- AireSpring's UCaaS design team created a solution which included FREE Poly phones and onsite installation, configuration, and testing.
- Broadband and DIA connectivity via the least cost provider per location due to AireSpring's NNI agreements with over thirty major carriers and rural ISPs.
- AireSpring Managed SD-WAN using Cisco Meraki with Firewall provided failover, IT security and application prioritization with secure connectivity back to HQ and between sites. AireSpring provided FREE 24/7 circuit monitoring.

#### Results:

Customer received managed IT services from a single provider that could scale and improve security and profitability. AireSpring cut telco costs 38% and consolidated IT into a single source and provided a scalable solution with predictable costs.

## DISCOVERY 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 globally, and some hard-to-reach sites?
- 3- Is your data network keeping up with the demands of your SaaS applications and are you able to meet IT security requirements?
- 4- Are you considering a managed SD-WAN solution to replace or augment expensive, capacity strained MPLS or legacy networks?
- 5- Do you see from Big Carrier Fatigue (BCF)? Do you get poor service from your current provider?
- 6- Are you looking for an agile vendor who will provide high-touch customer service?
- 7- Does your current phone/communications system support your growing business?
- 8- Do you need a Fully Managed Cloud Phone system where you can rely on a single provider for all elements, including connectivity and guaranteed QoS?
- 9- Is it time consuming to track and audit all the providers you use for different services? Would it be better to have one vendor who can provide voice, data, and network services? Wouldn't it be nice to get one bill and have a single point of contact?

## WHAT OUR PARTNERS SAY

*"We like working with AireSpring because our customers can consolidate several services and locations all on one invoice. AireSpring also places a high value on training and partner support."*

– **Je Rains, Founder, Telecom Professionals**

*"AireSpring's focus on global solutions takes the capex limitations and allows me to solve problems everywhere."*

– **Mike Meekins, President, Comtura Networks**

*"AireSpring has surfaced as a favorite provider for our customers and our sales team. The overwhelming feedback that I have received is that AireSpring is extremely responsive, and they listen to our customers' needs. The AireSpring team is very knowledgeable and very easy to work with."*

– **Jerry Goldman, CEO Select Communications**