

10 REASONS PROVIDERS WORK WITH US

StrataCore is a consulting broker for the following core IT infrastructure services: data center, CDN, MPLS, wholesale internet, cloud and managed hosting. We help companies who require a high degree of reliability, throughput and flexibility. Our market intelligence and custom vendor selection tools help our clients make the right choices.

1 RESULTS

Since 2003, StrataCore has brokered over \$80 million in cloud, telecom and data center contracts. On average, our team brokers over \$50,000 in new recurring revenue per month. Our clients include many of the West Coast's largest software developers, real estate companies, and media distributors.

2 EXPERIENCE

With over 100 years combined experience, StrataCore offers a high degree of technical proficiency as well as a lengthy client list to help you match your services with the right customers.

3 MONEY SAVINGS

Our partners invest less to acquire and retain clients. Also, maintaining a direct sales force is expensive when you consider base salaries, ramps, turnover, upfront commissions, employment taxes, health care benefits, training, etc. — you only pay StrataCore when we produce.

4 TIME SAVINGS

Partnering with StrataCore allows your company to focus on its core strengths — building data centers, cloud infrastructure, and telecom networks. We save our partners countless hours by presenting qualified prospects that are ready to purchase.

5 CARRIER AND CLIENT ADVOCATE

StrataCore speaks on behalf of our clients and our supplier partners. We aim to negotiate mutually beneficial, fair business agreements for all parties involved.

6 CONFIDENCE

The StrataCore team possesses the ability, experience and confidence necessary to succeed with a 100% commission plan.

7 BETTER CLIENT RELATIONSHIPS

Success derives from the right relationships with the right people. Our key clients make us their "Official Consulting Broker." Clients sign our Letter of Agency agreement, formally authorizing StrataCore as their sole IT infrastructure broker.

8 CRM TOOLS

StrataCore has a full-time back office team. We track every prospect, quote, service order and client using Salesforce and RPM.

9 THE LONG HAUL

Unlike the average direct sales representative who switches service providers every year and a half, we support relationships with our clients and partners long-term.

10 IT'S THE FUTURE

Simply put, our agent model is more efficient and effective for all parties involved. Our partners experience real results due to our technical proficiency and superior client relationships. Invest your time and resources in StrataCore, and we'll improve your bottom line.

Testimonials

"StrataCore is our top agency in the Pacific Northwest. The StrataCore team has the ability to see the big picture and deliver real value for their clients and partners. They are a world-class team of professionals, who have the ability to understand a client's challenges in a real-world context, and develop value-added solutions to overcome them and thrive."

Michael Brown
Vice President
AboveNet

"NTT America is pleased to have StrataCore as one of our premier channel sales partners—their agents are experts in our field, and their knowledge of our product suite of domestic and international IP Network and Data Solutions is second to none. We work very closely with our partners in the course of customer engagements, and StrataCore's degree of expertise, coupled with their dedication to customer satisfaction, provides for a top notch engagement time and time again."

Rod Krzywicki
Vice President of Sales
NTT America

"StrataCore is not only a trusted Integra partner, but also a trusted industry expert. Their ongoing commitment to professional service is demonstrated through the success of the company and the satisfaction of their partners."

Matt Smith
Vice President of Sales
Integra Telecom, Inc.

Awards

Net2Ez - 2011

Agent of the Year

Intelisys - 2008, 2009, 2010, 2011 & 2012

Advisory Council
Top Performing Club - Gold

Telarus - 2009 & 2010, & 2011

Advisory Council

Corelink - 2008, 2009, 2010, & 2011

Highest Revenue Partner

NTT America - 2008, 2009, & 2010

Largest Number of Deals

Switch & Data - 2008, 2009, & 2010

2nd Highest Revenue Partner

AboveNet - 2008, 2009, 2010, 2011 & 2012

Top Channel Partner in the Northwest

Internap - 2008, 2009, 2010, 2011 & 2012

Top Northwest Channel Partner

Integra - 2008

Top Agency 1st & 3rd Quarter
Pinnacle Club - 2009

WBS - 2007 & 2008

Top Agency West Coast

EXPERIENCE THE DIFFERENCE. [WORK WITH AN ADVOCATE.](#)