SIERRA PEAK SOLUTIONS

How to Select a Technology Advisor

PAGE NAVIGATION

Save Time, Cut Costs, and Get Better Results

Our Sourcing as a Service offering provides long term, strategic support for businesses seeking the right technology solutions. Rather than spending valuable time navigating providers, pricing, and proposals, you gain a dedicated advisor who evaluates all available options and negotiates on your behalf to secure the best possible terms. This not only accelerates the procurement process it also ensures better outcomes. If you already know the type of service you need, skip the traditional RFP process. Our streamlined platform delivers faster, more effective results so you can stay focused on driving growth.

Put an advisor on your team not your payroll.

INTRODUCTION

What Is a Technology Advisor & Broker?

In today's fast moving digital environment, making the right technology decisions has never been more critical or more complex. A **technology advisor and broker serves as a strategic partner**, helping organizations evaluate, select, and implement best fit technology solutions while always advocating for long term business success.

Unlike traditional consultants who may stop at recommendations, technology brokers go further. They **negotiate pricing, manage vendor relationships, and oversee contracts**, ensuring clients receive optimal value, enterprise grade service levels, and consistent support over time.

From **cybersecurity and IT infrastructure to SaaS platforms** like CRM, ERP, and EHR and from **advanced connectivity** such as fiber, SD WAN, and private LTE to **cloud migration, UCaaS, desktop virtualization, and AI powered automation** technology advisors bring clarity to complexity. They also support regulatory compliance efforts, cyber liability risk planning, and modernization strategies that position businesses to scale efficiently and securely.

While industry giants like Microsoft, Cisco, Oracle, and AWS often dominate the conversation, the true value of a seasoned technology advisor lies in their deep expertise with mid market and emerging vendors. These often overlooked providers deliver specialized, highly tailored solutions that can be transformative for organizations with unique operational needs particularly in sectors like healthcare, hospitality, construction, government, nonprofits, and other highly regulated industries.

By understanding the full vendor landscape not just the household names technology advisors help clients uncover hidden opportunities, reduce complexity, and implement solutions that align more precisely with their business goals.
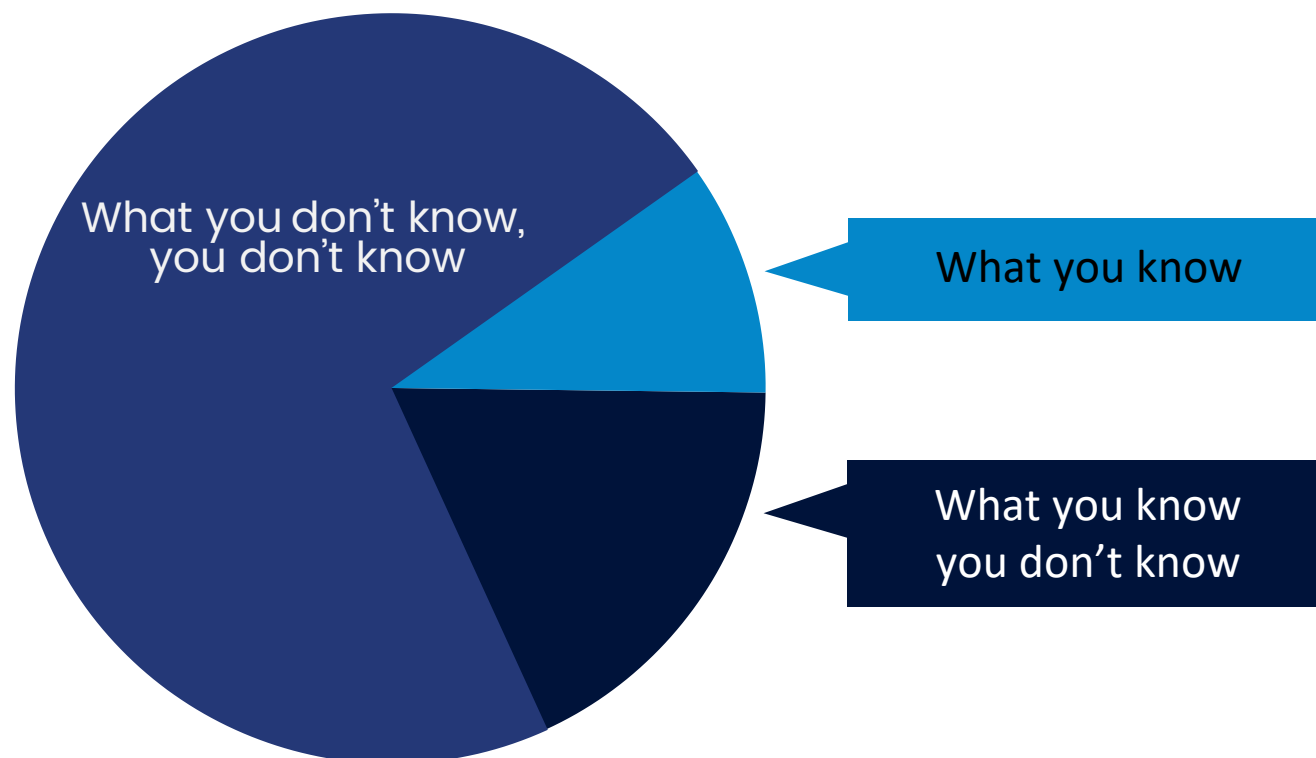
More Than a Broker: A Long Term Partner in Tech Strategy

With the right technology advisor and broker by your side, you gain more than just access to competitive pricing and high quality service. You gain a strategic partner dedicated to **optimizing your technology stack, eliminating inefficiencies, and ensuring every IT investment supports your long term business objectives.**

For your organization to thrive, you will inevitably rely on technology. Unfortunately, there are so many tech providers to choose from and each may have hidden issues that don't get revealed until after you make the purchase. Without a trusted advisor, you would need to try things out and do costly proof of concepts before you know what to expect.

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What You Don't Know, You Don't Know

Pie chart: "What you don't know, you don't know" (largest segment), "What you know", and "What you know you don't know"

The purpose of technology is always to advance your organization's operations and mission. But as the pie chart above illustrates, *if you don't even know what you don't know, it's nearly impossible to make informed, strategic decisions*. At Sierra Peak Solutions, we refer to these as **technology blind spots** gaps in knowledge or visibility that can lead to missed opportunities, unnecessary risks, or costly mistakes.

That's why we offer **free consultations** to help uncover those blind spots and provide clarity. With the right information, you can make smarter technology decisions that truly support your organization's goals.

In this guide, we'll help you explore questions such as:

- ❖ What technology challenges am I currently facing?
- ❖ What am I overlooking that could expose my organization to future risks?
- ❖ What solutions exist that could resolve my current problems or optimize what I'm already doing?
- ❖ Why would a technology advisor recognize things I haven't seen yet?
- ❖ How can I take advantage of the Near Wholesale Pricing model?
- ❖ What are the most common technology purchasing mistakes to avoid?
- ❖ How many quotes should I gather before making a final decision?

What Does a Technology Brokerage Do?

Before we go any further, let's define what a technology broker actually does.

A **technology broker** acts as a strategic intermediary connecting businesses with best fit technology providers while securing **preferred pricing** on solutions across cloud, infrastructure, SaaS, telecom, cybersecurity, and more. Rather than reselling products, brokers align organizations directly with vetted technology distributors and service providers.

Importantly, the client maintains a **direct relationship** including billing and contracts with the provider. The broker simply facilitates a smarter, more efficient buying process.

Why Work with a Technology Advisor or Broker?

When it comes to acquiring business technology, working with a broker or advisor presents a **smarter alternative** to going directly to vendors.

While direct vendor sales teams are focused on selling their own products, a technology advisor is focused on **your needs, your goals, and your outcomes**. A broker helps ensure you're not just buying features you're aligning solutions to your budget, strategy, and operational priorities.

At Sierra Peak Solutions, we understand that **value isn't just about performance it's about return on investment**. That's why we help organizations evaluate the **total cost and long term impact** of their technology decisions.

Working with a broker provides strategic advantages, including:

INITIAL PROVIDER DISCOVERY

A skilled technology advisor curates a shortlist of high performing vendors, eliminating those with poor track records, thus, streamlining your decision-making process.

GOAL SETTING

Effective advisors begin by conducting a discovery session to understand your organization's current state, challenges, and long-term goals. From there, we develop a tailored SWOT analysis highlighting strengths, weaknesses, opportunities, and threats

INSIDER KNOWLEDGE

Through established relationships with engineers and specialists across a wide range of technologies, we're able to bring insider insights directly into your evaluation process. This access gives you a strategic edge, ensuring you benefit not just from our expertise, but from the collective intelligence of the broader technology ecosystem.

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Technology Advisor/Broker Benefit's Continued.

ADDITIONAL DISCOVERY AS NEEDED

Following the initial kickoff, your advisor may recommend deeper analysis such as audits, bill reviews, or additional discovery calls to identify savings opportunities like server consolidation, mobile plan optimization, or security improvements.

TALENT SCOUTING

Your advisor and may work with a technology distributor to identify the best solutions for your specific goals, including helping draft and deliver RFIs or RFPs when a formal evaluation process is required.

BOOK APPOINTMENTS

A trusted advisor will schedule demos and provider meetings on your behalf, ensuring the right experts are present so you can evaluate solutions with confidence and efficiency.

FOLLOW UP

If any information is missing after initial calls like pricing, quotes, or technical details your advisor follows up with providers and delivers clear, timely updates so you're never left waiting.

PROTECT YOUR TIME

Your advisor acts as a buffer between you and the vendors, preventing unwanted sales calls or emails and ensuring that communication happens only when it's relevant and approved.

BEST PRICE GUARANTEE

We've said it before, but it bears repeating: advisors secure near wholesale pricing through their distributor networks, often beating what you'd get by going directly to a vendor.

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Technology Advisor/Broker Benefit's Continued.

VENDOR SELECTION SUPPORT

When it's time to choose a vendor, your advisor will guide the decision-making process, notify the selected vendor, and professionally close the loop with those not chosen while also setting future contact rules to prevent unwanted follow up.

CONTRACT SUPPORT

Your advisor ensures contracts are delivered promptly and will facilitate any necessary negotiations, helping to clarify terms and secure favorable outcomes before you sign.

So, all that said, it's clear that working with a long term technology advisor can deliver significant savings and avoid costly missteps. Just as important, it often leads to a smoother onboarding experience and a stronger, more productive relationship with your chosen provider setting your organization up for long term success.

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How to Select the Right Technology Advisor

Choosing a technology advisor isn't just about cost it's about fit, process, and long term success. With so many advisory firms in the market, it's crucial to know what to look for. Use this five step guide to identify the right partner for your organization.

Follow this five step guide to learn how.

AIM FOR WISDOM AND STABILITY, NOT JUST AGE

Longevity in the industry matters but it doesn't always have to come from the company itself. What truly counts is the real-world experience of the people behind the firm. At Sierra Peak Solutions, our leadership team brings over 15 years of hands-on work in technology advising and vendor management. That kind of personal track record offers the same (or greater) value than a firm that's simply been around for a long time.

ENSURE THEY EAT THEIR OWN DOGFOOD!

This crass saying is an inside joke in the advisor community. It refers to the idea that before you sell something, make sure you have tried it and believe in it. Ensure the advisors you work with have tested and vetted the solutions they are bringing to the table. Ask them about their experience, what types of vendors they work with, and don't hesitate to ask them if they have tried the solutions themselves.

10 MINUTES OF DETECTIVE WORKS PAYS OFF

Next, it's time to spend a few minutes of digging on your technology advisor and the company they represent. On LinkedIn, search both their company page and the individual advisor. This will be helpful to understand more about them.

Also check out their personal recommendations and consider looking at the past roles they have served to see if their experience lines up with the kind of person you want on your team.

Advisors who have served in executive roles, worked in cybersecurity, or in technical roles with the federal government or other relevant experience, all tend to have lasting empirical knowledge that can benefit your organization.

GO FOR A TRACK RECORD OF SUCCESS

Rather than just talking about process, the best advisors can point to real outcomes cost savings, successful deployments, and long-term client wins. Ask for examples of how they've helped organizations like yours make smarter technology decisions. At Sierra Peak Solutions, our team doesn't just advise we deliver results that align with your business goals, from contract negotiations to post sale support.

ASK FOR THEIR ONBOARDING GUIDE

A good relationship starts with clear expectations. Ask your advisor to walk you through their onboarding process. Who will you be working with? What services are included? Advanced firms often provide a detailed onboarding guide review it to understand what you're getting and what's expected of you.

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Follow the "Ten C's of Advisor Selection

Dr. Ray Carter's "Ten Cs" aren't just for suppliers they're a smart way to evaluate technology advisors too. Use these to assess alignment, expertise, and reliability before making a long-term commitment.

1

COMPETENCY.

Can they truly solve your problems? Assess their technical and strategic skills against your organization's needs.

2

CAPACITY.

Do they have the bandwidth to support you? Ask about response times and team size.

3

COMMITMENT.

Look for signs of long-term quality like certifications, awards, or ongoing education.

4

CONTROL.

A strong advisor has influence with vendors you don't. Ask how they leverage these relationships to benefit clients.

5

CASH.

Financially sound firms make better long-term partners. Don't be afraid to ask for signs of financial health.

6

COST.

Advisors can save you money but ask how their pricing works. Many pass their costs to vendors, giving you access to better deals at no extra fee.

7

CONSISTENCY.

Look for a repeatable process. Review how they onboard and manage clients over time.

8

CULTURE.

Shared values matter. Review their mission statement and ask about company culture.

9

CLEAN.

Do your due diligence check BBB ratings, online reviews, and even employee feedback.

10

COMMUNICATION.

How will they stay in touch? Who is your point of contact, and how do they handle urgent issues?

What are my Blind Spots?

Before we wrap up, we want to highlight some common blind spots we see businesses encounter in today's rapidly evolving tech environment. Having worked with clients globally, we've witnessed a wide spectrum of digital transformations both successful and challenging.

Think of it like navigating a complex, data driven platform. You could try to decipher it alone, relying on scattered online resources and trial and error. Or you could partner with experts who've been immersed in the environment for years. A skilled technology advisor understands the architecture, knows how to optimize performance, and can even access priority vendor support and exclusive features.

This isn't just about knowing the tools; it's about understanding the data and context. We've seen firsthand how the right guidance can unlock hidden insights and accelerate growth. Conversely, we've seen businesses falter due to missed opportunities and costly missteps. If you set up a consultation with us, we can share some of the most impactful success stories we've been part of. Reach out to Sierra Peak Solutions and benefit from our professional approach to technology brokership today.

Weak Provisioning Teams

Even best in class solutions fail when implementation is mishandled. Poor onboarding, rushed migrations, or underqualified provisioning teams can jeopardize your ROI before you go live.

We believe provisioning is where successful partnerships start. That's why we make sure the implementation teams assigned to your account meet our high standards.

Missed Discounts

It's painful to see businesses locked into contracts that overlook available discounts, bundles, or free value adds. This often happens when companies go directly to vendors or work with advisors who don't know how to negotiate.

We make it our mission to uncover every opportunity. From special offers to custom pricing, our team checks across multiple providers to ensure you get the best deal without compromising on quality.

Over Provisioning

With the constant expansion of enterprise tech, it's tempting to adopt the biggest, fastest, most robust solutions available. And sometimes, that's the right move. But we often see vendors oversell services provisioning excess storage, memory, bandwidth, or licenses that your organization doesn't need. This can be an oversight or a tactic to inflate your monthly bill.

A good advisor reviews your service agreements before you sign. We help ensure your solution aligns with actual business needs and future scalability. You're in control not waiting on capacity or resources that were overpromised.

M&A and Growth Situations

In high growth environments or during mergers and acquisitions, customer experience often suffers. Culture shifts, reallocated resources, and capital demands can lead to support teams being understaffed or misaligned with your priorities. We've seen organizations fall victim to these disruptions, especially when flashy marketing overshadows operational stability.

A trusted advisor helps you avoid partners undergoing volatile transitions. We vet providers for long term fit, not just immediate appeal.

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SOLUTIONS

OUR SERVICES

Advanced Networking Services

Optimize Your Network for Performance, Security, and Scalability

Network design and implementation to ongoing management and support, we empower your business with a robust and reliable network infrastructure.

Introduction

Your network is the foundation upon which all your critical applications and communications rely. Slow speeds, unreliable connections, and security vulnerabilities can significantly impact productivity, customer satisfaction, and your bottom line. Sierra Peak Solutions helps you build and manage a network that meets your specific needs, ensuring optimal performance, robust security, and seamless scalability for future growth. We act as your trusted advisor, guiding you through the complexities of advanced networking.

Key Advanced Networking Services

- **Network Design & Implementation:** Custom designed network solutions tailored to your business requirements, including LAN/WAN architecture, routing and switching, and wireless network deployment.

- **Network Security:** Implementation of firewalls, intrusion detection/prevention systems, VPNs, and other security measures to protect your network from cyber threats.

- **Cloud Networking:** Seamless integration with cloud platforms, including hybrid cloud connectivity, cloud-based security, and optimization of cloud network performance.

- **Network Monitoring & Management:** 24/7 monitoring of your network infrastructure to proactively identify and resolve issues, ensuring optimal uptime and performance.

- **SD WAN Solutions:** Optimizing WAN connectivity with software defined networking, improving performance, reducing costs, and simplifying management.

- **Unified Communications:** Integrating voice, video, and data communications into a single platform, enhancing collaboration and productivity.

Vendor Neutral Approach & How We Help

We understand that every business is unique. Sierra Peak Solutions takes a vendor neutral approach, partnering with leading cloud providers and technology vendors to offer a wide range of solutions.

We provide unbiased recommendations, compare available solutions, and negotiate the best possible terms on your behalf. Our goal is to empower you with the right technology to achieve your business objectives.

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SOLUTIONS

Our Advanced Networking Providers

II:II SYSTEMS

COX BUSINESS

Ntirety

ACC BUSINESS

fusion connect.

rapidscale
A COX BUSINESS COMPANY

airespring
Cloud, Fully Managed and Connected

Granite

Spectrum | AUTHORIZED CHANNEL PARTNER

Astound
Business Solutions

LUMEN®

Volli

AT&T

nextiva

zayo

BCN | 30 YEARS

nitel

Command Link

coeo

Audio Visual

Optimize Your AV Environment with Expert Advisory and Seamless Integration
From strategy to execution, we empower your organization to elevate communications with intelligent, efficient, and scalable AV solutions.

Introduction

Modern AV systems play a critical role in collaboration, communication, and customer engagement across industries. From executive conference rooms to hybrid classrooms and immersive experience centers, today's AV environments must be integrated, secure, and easy to manage. Yet, designing and deploying effective AV solutions is complex. Sierra Peak Solutions helps you navigate this dynamic landscape, offering unbiased advisory services and connecting you with top tier AV partners. We ensure your AV systems align with your strategic goals on time and on budget.

Key Audio Visual Services

- **AV Strategy & Consulting:** We help you define your AV goals, assess your current environment, and develop a comprehensive strategy that supports your communication, collaboration, and technology objectives across locations and user types.

- **Conference Room & Collaboration Systems:** From huddle spaces to large executive boardrooms, we connect you with expert integrators to design and implement AV systems that enhance productivity video conferencing, interactive displays, wireless sharing, and more.

- **AV System Analytics & Optimization:** We help you leverage usage data and system analytics to continuously refine and improve your AV investments ensuring every space delivers value, reliability, and user satisfaction.

- **AV for Hybrid Work & Learning:** Advising, supporting, and connecting solutions for smart cities, agriculture, manufacturing, logistics, and hospitality, enabling industry specific innovation, efficiency, and growth.

- **Vertical Specific AV Solutions:** Whether it's corporate, education, healthcare, hospitality, or government we guide you to vendors with proven experience in your industry to ensure solutions are compliant, scalable, and impactful.

- **AV Managed Services & Support:** Ongoing AV support is essential to reduce downtime and maintain performance. We connect you with providers who offer proactive system monitoring, remote management, and rapid response services eliminating the burden on your internal IT team.

Vendor Neutral Approach & How We Help

The world of Audio Visual technology is rich with potential but also crowded with vendors, platforms, and integration challenges. Our guidance is always based solely on your needs, never vendor quotas or affiliations.

Our Audio Video Providers

Cloud and Managed Services

Elevate Your Business with Scalable, Secure, and Cost Effective Cloud and Managed Solutions
From cloud migration to ongoing IT support, we empower your business to thrive in the digital age.

Introduction

With fast paced business environments, leveraging the cloud and optimizing IT operations are crucial for success. Cloud solutions offer scalability, flexibility, and cost effectiveness, while managed services provide expert support and proactive maintenance. Sierra Peak Solutions helps you navigate the complexities of cloud adoption and IT management, providing tailored solutions that drive efficiency, enhance security, and free up your internal resources. We act as your trusted advisor, guiding you through the process and ensuring your technology investments deliver maximum value.

Key Cloud and Managed Services

- **Cloud Migration & Deployment:** Seamlessly transition your applications and data to the cloud, minimizing disruption and maximizing performance. We specialize in AWS, Azure, and Google Cloud Platform.

- **Managed IT Services**: Proactive monitoring, maintenance, and support for your IT infrastructure, ensuring optimal performance, security, and uptime. This includes help desk support, network management, and security patching.

- **Cloud Infrastructure Management:** Expert management of your cloud environment, including resource optimization, cost control, and security hardening.

- **Data Backup & Disaster Recovery:** Robust data backup and disaster recovery solutions to protect your critical information and ensure business continuity in the event of an outage or disaster.

- **IT Consulting & Strategies:** Strategic guidance and planning to align your technology investments with your business goals, maximizing ROI and driving innovation.

- **Collaboration & Communication Solutions:** Implementation and management of cloud based collaboration tools to enhance team productivity and communication.

Vendor Neutral Approach & How We Help

We understand that every business is unique. Sierra Peak Solutions takes a vendor neutral approach, partnering with leading cloud providers and technology vendors to offer a wide range of solutions. We provide unbiased recommendations, compare available solutions, and negotiate the best possible terms on your behalf. Our goal is to empower you with the right technology to achieve your business objectives.

SIERRA PEAK
SOLUTIONS

Our Cloud and Managed Services Providers

8x8

EFFORTLESS

rackspace
technology

II:II SYSTEMS

EQUINIX

SUMMIT

aryaka

EVOLVE IP

TekSecute
TECHNOLOGY GROUP

blue mantis

expedient
DATA CENTERS

THRIVE

calltower

FLEXENTIAL

TPX
COMMUNICATIONS

Claro

LUMEN

Trustwave
Smart security on demand

COMCAST BUSINESS | MASERGY

Massive IT

VONAGE

DATAPRISE

Megaport

Contact Center Solutions

Elevate Your Customer Experience with Future Ready Contact Center Technology.
We help you implement cutting edge contact center solutions that meet the demands of today's customers, empower your agents, and drive business success.

Introduction

The contact center is no longer just a place for handling calls. Customers now expect seamless, omnichannel experiences, driven by AI and personalized to their needs. Agents need modern tools to boost productivity and reduce burnout, while business leaders require scalable, secure, and cost efficient platforms. Sierra Peak Solutions helps you navigate this complex landscape, providing expert guidance and tailored solutions to transform your contact center into a strategic asset.

Key Mobility Services

- **AI Tools:** Implement intelligent virtual agents (IVA), real time sentiment analysis, and agent assist technologies to enhance customer interactions and agent efficiency.

- **Omnichannel:** Deliver seamless customer experiences across voice, SMS, chat, email, and social media channels with integrated routing and communication.

- **Supervisor Tools:** Equip supervisors with tools for monitoring, coaching, and intervention, along with live dashboards and automated quality assurance (QA).

- **Integrations:** Connect your contact center platform with key business applications like Salesforce, MS Teams, Zoom, Epic, and others for streamlined workflows.

- **Secure & Compliant:** Ensure the security of customer data and compliance with industry regulations such as PCI, HIPAA, SOC 2, and GDPR.

Vendor Neutral Approach & How We Help

Sierra Peak Solutions simplifies this process by offering a vendor neutral approach. We have access to dozens of leading platforms, including NICE, Genesys, Talkdesk, Five9, and more. We cut through the noise to bring you the best fit solutions based on your specific goals. Our seasoned tech advisors provide independent, unbiased guidance, tailored recommendations, demos, and pricing comparisons. We also support you with negotiation, deployment, and ensuring your long term success. We act as your technology broker and advisor not a rep with a quota.

Our Contact Center Providers

8x8

calltower

EVOLVE IP

airespring
Cloud, Fully Managed and Connected

CISCO

fusion
connect.

ALVARIA®

ConnexOne

IntelePeer.ai

Astound
Business Solutions

crexendo®
Powered by NetSapiens®

ipfone
Your Business Connection.

AVAYA

dialpad

Lingo®
+ bullseye

broadvoice

Edify

MOMENTUM

Customer Experience Solutions

Elevate Your Customer Experience and Drive Business Growth
From personalized interactions to seamless support, we help you create exceptional customer experiences that foster loyalty and boost your bottom line.

Introduction

In today's competitive landscape, customer experience (CX) is the key differentiator. Customers expect personalized, engaging, and seamless interactions across all touchpoints. A positive CX not only drives customer loyalty and repeat business, but also strengthens your brand reputation and attracts new customers. Sierra Peak Solutions helps you understand your customers, optimize your CX strategies, and implement the right technologies to deliver exceptional experiences that drive business growth. We act as your trusted advisor, helping you navigate the complexities of CX and make informed decisions that align with your business goals.

Key Customer Experience Services

- **Customer Journey Mapping:** Visualize and analyze your customer's interactions across all channels to identify pain points and opportunities for improvement.

- **Personalization & Targeting:** Implement strategies and technologies to deliver personalized experiences tailored to individual customer preferences and needs.

- **Customer Feedback & Analytics:** Gather and analyze customer feedback through surveys, reviews, and social media monitoring to understand customer sentiment and identify areas for improvement.

- **CRM Implementation & Optimization:** Leverage CRM systems to manage customer data, automate interactions, and personalize communications for a seamless customer experience.

- **Omnichannel strategies:** Integrate all communication channels (e.g., email, chat, social media, phone) to provide a consistent and seamless customer experience across all touchpoints.

- **Customer Support Optimization:** Streamline your support processes, implement self service options, and empower your support team to provide efficient and effective assistance.

Vendor Neutral Approach & How We Help

Many vendors promise the world, but how do you know what's truly the best fit for your business? Sierra Peak Solutions takes a vendor neutral approach to CX, meaning we're not beholden to any specific platform or technology. Our focus is entirely on your needs and goals, ensuring you get the optimal CX solution, regardless of vendor.

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Our Customer Experience Providers

8x8

AVAYA

dialpad

ACC BUSINESS

BCN | 30 YEARS

EVOLVE IP

airespring
Cloud, Fully Managed and Connected

calltower

Five9

aryaka

coeo

fusion connect

Astound
Business Solutions

Command Link

GENESYS

AT&T

COX BUSINESS

GoTo

Our Customer Experience Providers cont.

Granite

Ntirety

:talkdesk

INTERMEDIA

rapidscale
A COX BUSINESS COMPANY

tierpoint

net2phone

RingCentral

TPX
COMMUNICATIONS

nextiva

Sangoma

Volli

NICE
CXone

sinch

VONAGE

nitel

Spectrum | AUTHORIZED CHANNEL PARTNER

zoom

SIERRA PEAK SOLUTIONS

Cybersecurity Solutions

Protect Your Business with Industry Leading Cybersecurity Solutions
From proactive threat detection to incident response, we help you ensure your technology is secure, compliant, and resilient.

Introduction

In today's interconnected world, cybersecurity is no longer a luxury it's a necessity. Businesses of all sizes face a constant barrage of sophisticated cyber threats, including ransomware attacks, phishing campaigns, and data breaches, which can cripple operations, damage reputations, and lead to significant financial losses. These threats are constantly evolving, making it challenging for organizations to keep up. Sierra Peak Solutions acts as your trusted advocate, helping you navigate the complex cybersecurity landscape and make informed decisions without vendor bias. We're here to help you protect what matters most.

Key Cybersecurity Services

- **Managed Security Services:** 24/7 monitoring and proactive protection of your critical systems and data, including threat detection, vulnerability management, and security patching.

- **Risk Assessments & Compliance:** Identify vulnerabilities, assess potential threats, and align your security posture with industry regulations (e.g., HIPAA, GDPR, PCI DSS).

- **Penetration Testing & Security Audits:** Simulated attacks to proactively identify and strengthen weaknesses in your defenses before they can be exploited by malicious actors.

- **Security Awareness Training:** Educating your team to recognize and prevent cyber threats like phishing, social engineering, and malware, empowering them to be your first line of defense.

- **Incident Response & Recovery:** Rapid response to cyberattacks to minimize downtime and damage, including containment, eradication, and recovery of systems and data.

Vendor Neutral Approach & How We Help

We work with a diverse range of industry leading cybersecurity vendors and tailor solutions to your specific needs and budget. Our experienced consultants conduct thorough assessments of your environment, compare available solutions, provide unbiased guidance, and negotiate the best possible terms on your behalf. We act as your trusted advisor, ensuring the best fit for your organization.

![Sierra Peak Solutions logo]

A Selection of our Cybersecurity Providers

11:11 SYSTEMS	COMCAST BUSINESS | MASERGY	SilverSky
911 INFORM	Command Link	SUMMIT
assured data protection	CORO	VERIFINOW
bigleaf networks	eSENTIRE	VIGILANT — VITAL INTELLIGENCE TO INVESTIGATE ILLEGAL DISINFORMATION
BLUE TEAM ALPHA	FLEXENTIAL	xcitium
blue mantis	LUMEN	YourSix
CYTELLIX	Massive IT	
CATO NETWORKS	PhySaaS Physical Security as a Service	
Claro	SeCAP	

SIERRA PEAK SOLUTIONS

Internet of Things - IoT Solutions

Unlock the Potential of IoT with Secure and Seamless Integration
From strategies to implementation, we empower your business to leverage the Internet of Things securely and efficiently.

Introduction

The Internet of Things (IoT) is revolutionizing industries, connecting devices and systems to create unprecedented opportunities for data driven insights, automation, and innovation. IoT deployments can be complex, requiring careful planning, robust security, and seamless integration with existing infrastructure. Sierra Peak Solutions helps you navigate this complex landscape, providing expert guidance and tailored solutions to maximize the benefits of IoT while mitigating the risks.

Key IoT Services

*   **IoT Strategies & Consulting:** We help you define your IoT vision, identify potential use cases, and develop a comprehensive strategies aligned with your business objectives.

*   **IoT Solution Design & Development:** From device selection and network architecture to application development and data analytics, we design and build customized IoT solutions tailored to your specific needs.

*   **IoT Security Implementation:** We implement robust security measures at every layer of your IoT ecosystem, from device authentication and data encryption to network security and vulnerability management.

*   **IoT Integration & Deployment:** We seamlessly integrate your IoT solutions with existing systems and platforms, ensuring smooth deployment and minimal disruption to your operations.

*   **IoT Managed Services:** We provide ongoing support and maintenance for your IoT deployments, including device management, data monitoring, and security updates.

*   **IoT Data Analytics & Insights:** We help you unlock the value of your IoT data by providing advanced analytics and insights. We process and analyze the data generated by your connected devices to identify trends, patterns, and anomalies, enabling you to make data driven decisions and optimize your operations.

Vendor Neutral Approach & How We Help

The Internet of Things (IoT) presents incredible opportunities, but navigating the complex landscape of vendors and technologies can be daunting. Sierra Peak Solutions simplifies this journey with our vendor neutral approach. We're not affiliated with any particular product or provider, ensuring our recommendations are always based on your unique needs and objectives.

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Our IoT Services Providers

The MCx Provider
ADVANTIX®
a scansource company

calltower

DATAPRISE

EPIC iO

SUMMIT

PhySaaS
Physical Security

YourSix

Mobility Services

Empowering Your Workforce with Seamless and Secure Mobility Solutions
Streamline operations, enhance productivity, and ensure secure access to critical business data from anywhere, on any device.

Introduction

Mobility is no longer a perk it's a necessity. Employees need to access information and collaborate effectively regardless of their location. However, this increased mobility also introduces new challenges, including security risks, device management complexities, and the need to integrate mobile solutions seamlessly with existing systems. Sierra Peak Solutions helps you navigate these challenges, providing guidance and tailored solutions that empower your workforce while ensuring security and control.

Key Mobility Services

- **Network Design & Implementation:** Custom designed network solutions tailored to your business requirements, including LAN/WAN architecture, routing and switching, and wireless network deployment.

- **Mobile Device Management (MDM):** Securely manage and control mobile devices (smartphones, tablets, laptops) used by your employees, including device enrollment, policy enforcement, app distribution, and remote wipe capabilities.

- **Mobile Application Management (MAM):** Manage and secure mobile applications used by your workforce, ensuring data protection and compliance with company policies.

- **Enterprise Mobility Management (EMM):** A comprehensive approach to managing and securing all aspects of enterprise mobility, including devices, applications, and data.

- **Secure Remote Access:** Enable secure access to corporate resources and applications from any device, anywhere, using VPNs, multi factor authentication, and other security measures.

- **Mobile Workforce Enablement:** Streamline business processes and improve productivity by providing mobile access to critical applications and data.

- **BYOD (Bring Your Own Device) Management:** Securely manage and support employee owned devices used for work purposes, balancing employee flexibility with corporate security requirements.

Vendor Neutral Approach & How We Help

We work with a variety of industry leading mobility vendors and tailor solutions to your specific business needs, budget, and existing infrastructure. Our experienced consultants conduct thorough assessments of your mobile requirements, compare available solutions, provide unbiased guidance, and negotiate the best possible terms on your behalf. We act as your trusted advisor, ensuring the best fit for your organization.

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Our Mobility Services Providers

The MCx Provider
ADVANTIX
a scansource company

PureTalk

airespring
Cloud, Fully Managed and Connected

sinch

AT&T

T··Mobile·

Calero
Environmental & Sustainability Alliance

tangoe

CMS 360

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