



We are true consultants.

There is no hidden agenda for what
we recommend – **OUR ALLEGIANCE
IS STRICTLY TO YOU** – the client.

TECHNOLOGY MANAGEMENT CORP. HAVING WORKED WITH VIRTUALLY EVERY MAJOR HARDWARE MANUFACTURER, realizes that vendors are not in a position to prepare a plan that contains what they don't offer - even if that is the best solution for your needs. On the contrary, we are non-biased. We don't represent or have a vested interest in any specific products or manufacturer. We are true consultants. There is no hidden agenda for what we recommend - our total allegiance is strictly to you - the client.

Our broad knowledge of available hardware and their capabilities enables us to match and configure them to meet your needs. This depth of working knowledge alone can save you hundreds of hours of research and decrease project timelines. Plus this assures you we won't waste valuable time considering inappropriate options. In fact, we are under non-disclosure with all major vendors which allows us to know what upcoming solutions/enhancements they have.

At TMC, we comprehensively analyze your company's technological needs and then design and recommend a fully-customized telecommunications solution at a cost-efficient price. This process is part of our four phase approach. We make sure when we prepare a Request for Proposal that we have clearly identified the parameters and specifications, so that all of the pricing we receive will be "apples to apples". When we evaluate the proposals, we take into consideration the impact of the long term costs of maintenance, network and upgrades as well as the up front costs before we make any final determination or recommendation.

What sets us apart from our competition is our meticulous attention to all aspects of the needs analysis design, purchase and implementation of your company's telecommunications, network, PBX or data systems.

We take every variable into account.

PHASE 1: NEEDS ANALYSIS

- Current systems inventory and application reviews
- Peripheral systems inventories and applications reviews
- Examination and assessment of current procedures and future needs
- Management interviews
- Financial objectives and cost controls
- Internal operations and management considerations
- Interim recommendations

PHASE 2: REQUEST FOR PROPOSAL

- Compile identified requirements
- Customized RFP
- Determine appropriate vendors
- Facilitate vendor understanding of needs

PHASE 3: VENDOR RESPONSES ANALYSIS

- Clarify ambiguities
- Conduct competitive analysis
- Spreadsheet immediate and long-term financial implications
- Negotiate bottom-line prices

PHASE 4: SYSTEM IMPLEMENTATION

- Customize legal contracts
- Coordinate network & equipment vendors
- Ensure vendors are accountable on all deliverables
- Monitor completion and payments
- Termination of unnecessary network, equipment financial obligations.

Once our process is completely implemented, we **follow through** to make sure you get what you paid for and that it is truly working for you.

Contact us at Technology Management at to take the headaches and hassle out of procuring and implementing the right hardware for your company.