

CREATING VALUE FOR YOUR COMPANY

HTMS PROFILE

HTMS offers a full range of telecommunications, cloud and professional services to companies ranging in size from medium to large offering the same advantageous pricing and flexible business terms that only the largest corporations have previously enjoyed. HTMS provides a complete services portfolio that addresses your business needs today and continually evaluates new service offerings for potential value to your organization. Providers continuously modify their services portfolios and introduce lower priced services with increased functionality. HTMS is your partner in identifying changes that are relevant to your business and efficiently transitioning them into your environment so people can get from where they are to where they need to be.

HOW DOES HTMS CREATE VALUE?

HTMS Inc., has one main focus: keeping your business agile. Maintaining flexible and scalable communications, networks and IT infrastructure is more important than ever before. To be as efficient and compete effectively, businesses must be more agile so they can adapt more quickly to immediate demands and better anticipate challenges ahead. To address these challenges, businesses are increasingly transforming their operations with comprehensive cloud service strategies. With cloud services, they can deliver IT services more efficiently, better unify their employees, and effectively protect data and information.

Our employees have an average of over 20 years of in depth industry experience in IT, Infrastructure, Telecommunications and Computing. Unlike most providers, we don't sell you the flavor of the month, we partner to help you easily obtain the services you really need to optimize your business.

HTMS provides Clients with:

Clear and unbiased cloud and telecommunications solutions from the major providers. Our established large volume purchase agreements (VPA) with major providers without the restrictions and limitations that exist when contracting directly with providers. HTMS is not incented to sell any particular provider product or service which enables us to focus on the correct solution, not a provider's product de jour. We provide the factual data needed for informed decisions without unnecessary data. HTMS offers the best possible business solution for our Clients, based on a comprehensive understanding of provider services and industry application.

Bottom line accountability. HTMS looks out for your company's value and not the provider's bottom-line.

A clear solutions roadmap. HTMS has a complete portfolio of services to address all your needs from wireless to datacenter services from top providers under a single agreement. With contract terms and commitments that outlive your company's transitioning into newer technologies. With our VPAs, each provider adds

new services to our underpinning agreements every six months and we employ the industry's best annual benchmarking companies to ensure we collectively gain (price and service) from evolving technologies and favorable market conditions.

Continual lower costs. With our large VPAs, HTMS is able to provide services at substantial discounts with advantageous terms and conditions that are usually extended to Fortune 500 Customers. With our annual benchmarking process we are able to provide a continual advantage year over year. We have extensive negotiated agreements already in place that allow us to provide objective proposals with better pricing and a faster turnaround.

Access to next generation technologies. Our volumes with major providers provide us with insight into next generation services enabling us to assess the various implementations across providers. We are able to share this insight providing support with strategic planning.

A consistent channel and sales process based on your needs. Cloud and telecommunications providers are constantly changing their business models along with "how" they sell their products and services, sometimes with a culture that values sales more than support. HTMS understands the investment on a Client's behalf when an Account Manager is changed, a new sales channel/process is introduced or a provider is acquired or merges. HTMS provides a long term Client Partner with assigned backup coupled with a leading edge knowledgebase to streamline communication. You will not be shuffled to other support people or sales representatives at HTMS. We believe longevity strengthens customer relationships and ultimately eliminates confusion and issues caused by changing account representation. We understand provisioning systems and processes, protecting you against delays and errors that may occur during new account team transitions or business model changes.

Time savings. HTMS offers solutions from multiple providers at once, that don't require numerous discussions, requests and meetings. We provide a sustainable business relationship independent of provider, product or service. We "simplify" and provide complete life-cycle support including post sale. We have the expertise needed in provider service without the provider bureaucracy.

Client Partner that understands your business needs and preferences. HTMS regularly investigates new technologies and changes in the IT Industry and the potential to impact other industries, allowing you to anticipate change and safeguard you from playing catch-up. We make the investment to understand the needs of your business and your customers in advance, so you can offer these updated services proactively instead of reacting to demand.

Vendor Management. With our VPAs, we receive increased responsiveness from our provider base and dedicated support teams enabling HTMS to resolve issues before they become a problem.

A partner to handle the most difficult challenges. We have the resources, contract assets and systems to handle your most demanding and challenging business needs. HTMS can be your go to partner in these areas and eliminate the headaches.

Let us know how we can help you at: Info@HTMS.net