

# Are You Providing the Right Mix of Comprehensive Telecom Solutions for Your Customers?

Navigate through our checklist to see if there might be gaps in your portfolio:

<input type="checkbox"/> <input type="checkbox"/> Y N	Do you offer your customers the cloud solutions they need to empower their remote and hybrid work teams for future success?
<input type="checkbox"/> <input type="checkbox"/> Y N	Do your clients have all the advanced collaboration tools and apps they need to leverage video conferencing, instant messaging, file sharing, and more collaboration?
<input type="checkbox"/> <input type="checkbox"/> Y N	Are you equipped to satisfy all your customers' mobility and remote access needs?
<input type="checkbox"/> <input type="checkbox"/> Y N	Are your customers getting the support they deserve from their technology providers?
<input type="checkbox"/> <input type="checkbox"/> Y N	Are your clients happy with the number of vendor bills they pay?
<input type="checkbox"/> <input type="checkbox"/> Y N	Do your clients have super reliable network connectivity that they can easily provide to all office locations?
<input type="checkbox"/> <input type="checkbox"/> Y N	Do your clients have the most updated technology and advanced security applications?
<input type="checkbox"/> <input type="checkbox"/> Y N	Are you always equipped to recommend the right technologies to your clients?
<input type="checkbox"/> <input type="checkbox"/> Y N	Are you able to keep up with the changing network technology and system applications that flood the market year after year?
<input type="checkbox"/> <input type="checkbox"/> Y N	If your customers come to you with disaster recovery and business continuity concerns, are you able to answer them and provide those solutions?

If you answered "yes" to the majority of these questions, congrats! You're fulfilling all your customers' needs. If you answered "no" to two or more questions, you could benefit from a way to round out your portfolio and expertise so you can stay competitive. **Give the experts at Firefly a call.** We're here to help you keep your customers happy.