

# Collaborate With the Collaboration Expert

**CNG Unicom is your partner for profit with Unified Communications**



## A PROVEN PARTNER FOR SOLUTION PROVIDERS

Businesses today face so many challenges – economic uncertainty, escalating competition, growing globalization and the need to keep an increasingly mobile workforce connected, to name a few. Competitive advantage is the order of the day, so the solution providers that deliver real value to their customers will be the ones that grow and profit.

### Unified Communications helps manage today's business challenges

Today's advanced Unified Communications (UC) systems, which integrate voice, video, data and mobility products and applications on a single IP network, address these key challenges for both end users and solution providers.

For end users, UC enables employees, customers, suppliers and partners to communicate and collaborate seamlessly, in the office or anywhere in the world. It provides great new ways to reduce costs, improve productivity and interact better with customers. And it gives employees greater flexibility to balance work and life.

For solution providers, UC is an exceptional sales and profit opportunity. By opening all the benefits of this exciting technology to your customers, you'll help them gain competitive advantage in today's challenging business environment.

### Leverage our expertise so you can focus on yours

CNG Unicom is a leading provider of industry-standard Cisco Unified Communications and wireless solutions. With many successful implementations to our credit, we understand the communication challenges facing today's businesses, and understand how to turn those challenges into business opportunities.

Partnering with CNG Unicom enables solution providers to add UC to your portfolio of solutions without the need for special expertise, certifications or investment in people or technologies. That means you can gain all the business benefits of a UC offering, while maintaining focus on your core competencies and your bottom line.

A trusted partner, CNG Unicom offers a comprehensive range of services customized to your unique needs. We work with you to identify business opportunities, assess customer needs, build sales plans and RFPs, design and implement UC and wireless solutions and manage technological aspects of projects from beginning to end.

Here is just a sampling of collaborative projects with IT solution providers and consultants:

- **Software/Computing:** Upgrade the telephony environment to a comprehensive Cisco Unified Communications network.
- **Financial/Banking:** Large-scale WAN deployment including architecting and deployment; networking solutions to support security initiatives; communication system audit and evaluation (resulting in \$1 million cost saving).
- **Healthcare:** Reconfiguration of a Voice-over-Wireless system.
- **Industrial:** Design and implementation of a WAN with multiple sites.

### Learn how CNG Unicom can collaborate with you!

Call **905-513-8866** or  
Toll free **1-800-263-1794**  
Email **sales@cngunicom.com**  
Visit **www.cngunicom.com**



## CNG Unicom is the acknowledged expert in Unified Communications

CNG Unicom is proud to be a Cisco Silver Certified Partner with Advanced Cisco Specializations in Unified Communications, Wireless and LAN Security. This designation ensures CNG Unicom is fully qualified in all the technologies related to a Unified Communications solution:

- **IP Telephony** -- Cisco IP Telephones and Cisco Unified Communications Manager Express
- **Communications Infrastructure** -- Cisco Media Convergence Servers and Integrated Services Routers
- **UC Applications** -- Cisco Unified MeetingPlace Express, video and web conferencing, unified messaging
- **UC Management** -- Cisco Unified Operations Manager and Cisco Unified Service Monitor
- **Contact Center** -- Cisco Unified Contact Center Enterprise and Cisco Unified Contact Center Express

### Join CNG Unicom in a partnership for profit

*"CNG Unicom takes pride in our ability to focus on 100% satisfaction of both our partner solution providers, and their end customers. We go the extra mile to ensure our partners gain the competitive advantage only Unified Communications can deliver."*

– Paul Reynolds, President, CNG Unicom

CNG Unicom fills your expertise gaps. Our lengthy and unique partnership with Cisco — as well as in-depth knowledge of UC pricing and programs — enables us make sense of the details and intricacies quickly and efficiently, ensuring your customer gets the best value ... and you maximize profits.

- Our customized service packages supplement and complement what you already bring to your customers.
- We are well-experienced in partnering with IT consultants and solution providers to provide their customers with state-of-the-art Unified Communications solutions.
- Our experience includes companies from SMBs to enterprises, in industries from healthcare to finance to transportation and more.

At CNG Unicom, we offer more than industry-leading Unified Communications expertise. We take a holistic approach to truly understand the business challenges and opportunities faced by our partners and their customers. This approach ensures we collaborate to provide Unified Communications solutions that meet and exceed objectives ... and deliver true competitive advantage.

**Call 905-513-8866 or 1-800-263-1794 or email: [sales@cngunicom.com](mailto:sales@cngunicom.com)**



### Partnering to heal a hospital's wireless woes

When a healthcare customer (a major hospital) had issues with a recently installed voice-over-wireless system, a leading IT consultant firm called on CNG Unicom for help.

A survey revealed the hospital's system was built on a platform that could not properly sustain it, and the technology had not been configured correctly. Based on advice from CNG Unicom, the hospital invested in the right equipment, had it configured correctly and successfully launched the voice-over-wireless system.

The experience with CNG and the partner was so positive, the hospital contracted them to continue their work on seven more floors of the facility.

### Partnering to save a transportation company's successful UC launch

A North American transportation company wanted to implement Unified Communications. However, its technology partner lacked relevant experience. So they partnered with CNG Unicom for several aspects of the project, particularly to review the project design that had been created for the customer by a third party.

After an assessment of the company's existing environment, CNG Unicom identified some key design flaws, then worked with the customer to adapt the design and implementation plan for a successful launch of the UC system.



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