



# Bridging the Communications Gap<sup>SM</sup>

**Independent Communications Consulting**

Voice | Internet | Data | Network Services

New Jersey | New York | Philadelphia | Boston | Atlanta | Florida



BlueSky bridges the inevitable gap between carriers & customers.

Most would agree that communications technology is a complex field—one that’s constantly and rapidly changing.

From a competitive marketplace driving prices down, to advancements in the engineering of voice and data networks, to new tools that streamline how these vital services are managed, your business stands to gain if you can keep up.

Thing is, your area of business moves fast, too—and staying on top of your own profession comes first.

So how do you keep up-to-date with peripheral products and deals and trends that can benefit your organization?

And at the same time, how do you know which providers are worthy of the significant trust (not to mention dollars) you invest in them?

BlueSky Technologies Management was formed in 2002 to help business leaders work the evolving and fierce telecommunications market to their advantage, without taxing their own resources or focus.

As an independent agency with high-level access to a diverse lineup of service providers, BlueSky is able to match the carrier best suited to each customer’s priorities and expectations.

Whether it’s products, pricing, reliability, size, support structure, or other criteria, we work aggressively to eliminate all the fear, guesswork, legwork, and frustration.

Once we’ve helped identify your key drivers, we present several options that will deliver the results you’re looking for. And after we secure the right fit, we keep working on your behalf with just as much energy and tenacity.

## Why connect with BlueSky?

- ▶ An experienced resource for businesses looking for better performance and value from their technology investment
- ▶ A well-connected conduit, providing expertise, choice, and influence with carriers that can be tough to get anywhere with on your own
- ▶ A proven team that’s developed, deployed, and supported communications solutions for hundreds of organizations

*“Whether voice or data, despite my best efforts, I have never had a situation where I felt like I was in control. All of that changed when I engaged the services of BlueSky.”*

— ALBERT C. LEE,  
DIRECTOR OF I.T., NEW YORK MEDIA





**Solid industry veterans, with connections and leverage.**

Our familiarity and credibility with the industry's top providers uniquely positions us to offer the broadest range of options—with no obligations to anyone but you.

We know their strengths and weaknesses, and we guide your decision-making based on what's important to your business.

Telecommunications is complicated, and issues do come up. So when a BlueSky customer needs something—a problem resolved, a change to their services, a pricing or billing adjustment, or just a response to a question—we attack the situation, leveraging our relationships and buying power with our carrier partners to make it happen.

Now here's the best part for you: **While we make your businesses more efficient and profitable, in most cases you don't pay us a dime.**

See, we provide consulting, but we're not consultants. And we're compensated by the carriers, but we're under no obligation to any of them.

Essentially, we're a multi-million dollar customer of theirs, so they definitely want to keep us (and therefore you) happy.

We also earn commissions throughout the life of each account, which means we're directly vested in the ongoing satisfaction and trust of every BlueSky customer.

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#### SOME OF THE WORLD-CLASS PARTNERS OF BLUESKY TECHNOLOGIES MANAGEMENT:



#### We're linked in:

- ▶ Officially authorized by roughly 30 of the top providers in terms of size, capabilities, and market niche
- ▶ Special access to systems, engineers, technicians, executives, and other resources
- ▶ Participation in exclusive, advanced training
- ▶ Priority status based on aggregate billing

*"The communication with [our carrier] was a bit challenging, but having you on our side helped bridge that gap."*

— BEE GEE SUMMERS,  
DIRECTOR OF H.R. & ADMINISTRATION, THE KNOT

# Solutions spanning basic and emerging technologies.

## OPTIMIZATION SOLUTIONS:

Beyond providing core infrastructure and connectivity services, we'll scrutinize your existing set-up to find inefficiencies, billing errors, and other opportunities to streamline costs and raise performance.

- ▶ Local & Domestic Long Distance
- ▶ Dedicated Internet (T1 & Multi-megabit)
- ▶ MPLS (Multiprotocol Label Switching)
- ▶ Ethernet
- ▶ Private Line
- ▶ Toll-free
- ▶ International Long Distance
- ▶ Broadband
- ▶ Conference Calling
- ▶ Videoconferencing
- ▶ Wireless
- ▶ Premise-based & Hosted VoIP

## PROJECT MANAGEMENT SOLUTIONS:

Based on our comprehensive assessment of your needs, we'll lend our expertise to help you confidently understand, evaluate, and implement the right systems and technologies for your business.

- ▶ Telecommunications Management & Planning
- ▶ Virtual Private Networks (VPN)
- ▶ IP Telephony Readiness
- ▶ Opening & Relocation Management
- ▶ Selecting New Business Telephone Systems
- ▶ Network Security
- ▶ Business Continuity
- ▶ Disaster Recovery
- ▶ Hosting/Co-location
- ▶ LAN/WAN Design
- ▶ Wiring/Distribution Design
- ▶ Compliance

The newest member of the BlueSky Family, **BlueSky IP** will shorten your learning curve so you understand all of the functionality and cost benefits—and deployment considerations—of hosted and premise-based IP telephony/VoIP.



# A unique and unwavering support structure for your organization.

Lots of companies say they're your advocate. BlueSky delivers on that promise—around the clock, if necessary.

We're a champion and guardian for your interests, and our track record with customers proves it.

We take an aggressive stance when it comes to fighting for what we believe is right. But we're not threatening. In fact, we pride ourselves on being easy to work with—something our customers and partners tell us they value most.

And another quality they say they find unique about BlueSky is that we're appreciative. The nature of what we do for customers requires us to call in a lot of favors. But we never take our relationships for granted.

We've all experienced that gap that exists between the underlying service providers and the expectations we have as purchasers and users that rely on them.

Still, our team has confidence in each other and our network of partners, and we know that you'll find the added layer of support and accountability that we bring makes your business better.

That's our promise, and it's that simple.

Ask our customers—enterprise level executives, IT managers, and small business owners that got tired of trying to navigate and negotiate directly.

Thanks to us, they have plenty of time to talk to you.



## Key facts about BlueSky:

- ▶ Formed in 2002 by a respected veteran of telecommunications sales and management
- ▶ Managing in excess of \$25 million in annual communications expenditures—and experiencing steady growth
- ▶ Serving business customers in 48 of the 50 states, with a retention rate above 99.8%
- ▶ Consistently recognized as one of the top producers by several major carriers

*“A change of this magnitude can be tough to pull off, but you made it painless.”*

— DALLAS J. PARKS,  
EXECUTIVE DIRECTOR, TRENTON HOUSING AUTHORITY





Bridging the Communications Gap<sup>SM</sup>

Our business model is built around productive, long-term customer relationships, so the growth goals for our company are perfectly aligned with our customers' objectives—and our belief that, regardless of size or industry, the customer comes first.

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