



The Value of a Brokerage Firm

When evaluating a telecommunications and data center procurement resource, clients want to ensure they're receiving the full value of a brokerage firm.

NEF can be an invaluable resource in data transport and colocation procurement, enabling enterprise IT teams to achieve greater efficiency and effectiveness in the buying process. With considerable time in IT departments being spent on strategic initiatives, enablement and optimization, little time is left for "factory costs" like telecom contracts. Ultimately, clients want to better understand the benefits of working with a firm like NEF versus going directly to the carrier/provider.

While carriers are knowledgeable on the specifics of their network - they will only present their own products for consideration. NEF presents all available options and offers recommendations on the optimal solutions based on the business and technical requirements. As a partner in network and colocation infrastructure projects, NEF provides the following key benefits throughout the process:



Knowledge

Proactive planning is a key to success, and NEF's knowledgeable consulting and research team gives you an enormous advantage in implementing smart solutions.



Advocacy

From selection to negotiation to implementation, NEF advocates on clients' behalf and seeks the solutions that are in their best interests.



Pricing

NEF's research and brokerage services to the client are compensated by the providers - not the client - and we are often able to deliver cost savings over direct carrier rates.



Experience

Over thousands of installations, NEF has designed, built, implemented and even upgraded complex networks and colocation facilities for myriad clients, from big, household names to smaller boutique firms.



Options

Because we have agreements with virtually all of the fiber and colocation providers in the country, we are able to provide all available options, including non-standard providers like utilities and municipalities.



Reach

NEF maintains relationships with hundreds of fiber providers and thousands of data center companies, ensuring a variety of options from large metros to small markets.