

## Telecom & Data Center Procurement

Sourcing fiber networks and colocation isn't rocket science. But why then did SpaceX, the world's most prolific private space exploration enterprise, turn to NEF to design, procure and manage the installation of its multi-faceted private fiber network and data center infrastructure? Because they're only rocket scientists – and we're the experts in telecom and data centers.

Successful sourcing and procurement isn't just about being good at all the minutiae and intermediate tasks like information gathering, research, back-and-forth with providers, etc. Our procurement services go beyond traditional pricing exercises. With NEF, right from the start, it's about enabling clients to benefit from thousands of projects and decades of expertise we have in...



Designing the network and colo infrastructure at the optimal point and path level

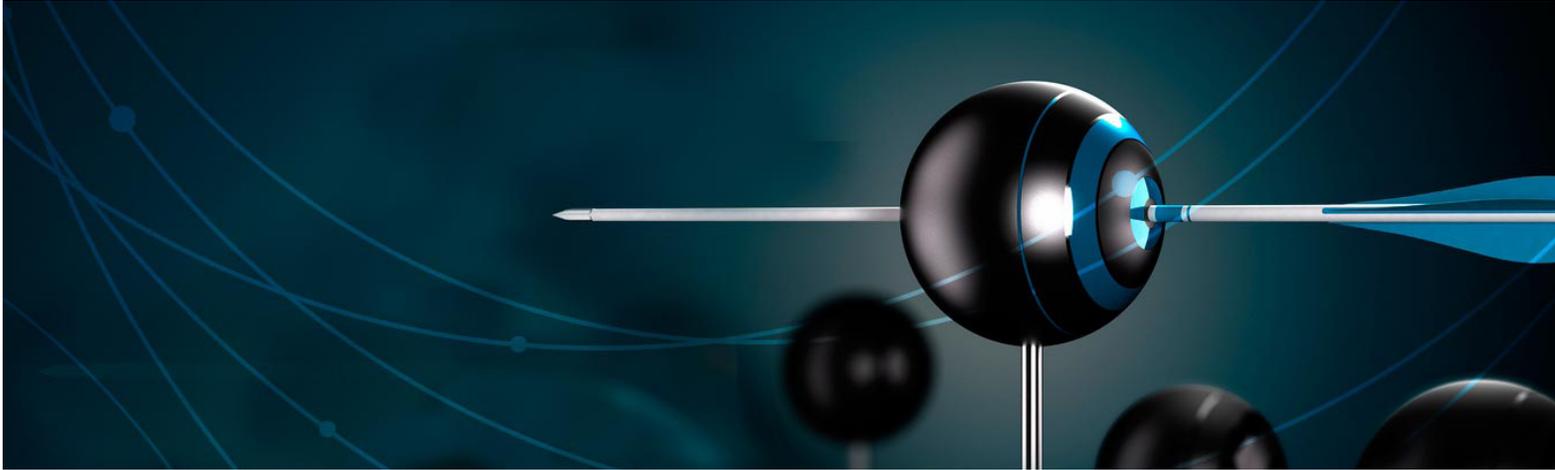


Knowing the providers and constantly updating provider ratings to advise our clients on the best possible options



Maintaining and following rock-solid processes and procedures that ensure a positive outcome on each project

From high capacity telecommunications networks to the latest in data centers, NEF is the leader in managing the procurement process including vetting, selecting, negotiating and sourcing fiber infrastructure and data centers.



## Why Outsource Telecom & Colo Procurement?

IT professionals are busy enough with the day-to-day responsibilities in their roles of managing infrastructure, maintaining networking environments, overseeing budgets and completing the dreaded reports and paperwork. The process of procurement is taxing enough when it's a full time job – and when it's added to someone's current workload, it is often fit in around their “regular” job. When that happens, it's all too easy to go the path of least resistance to get a quote or two from the known providers, and let the providers dictate network design based on a single request, rather than understanding the bigger picture and growth strategy of the organization.

That's where NEF comes in. Sourcing telecommunications and colocation solutions isn't just something we do; it's the very heritage and lifeblood of NEF. We were one of the nation's first brokers to specialize in high capacity optical networks and data centers, and because of that history, our knowledge of network design, the procurement process, and the providers themselves is unparalleled. By choosing NEF for procurement, your organization can realize the many benefits of expert sourcing including project efficiency, cost-savings, and technical expertise.

Take advantage of the many measurable benefits from NEF's procurement services:

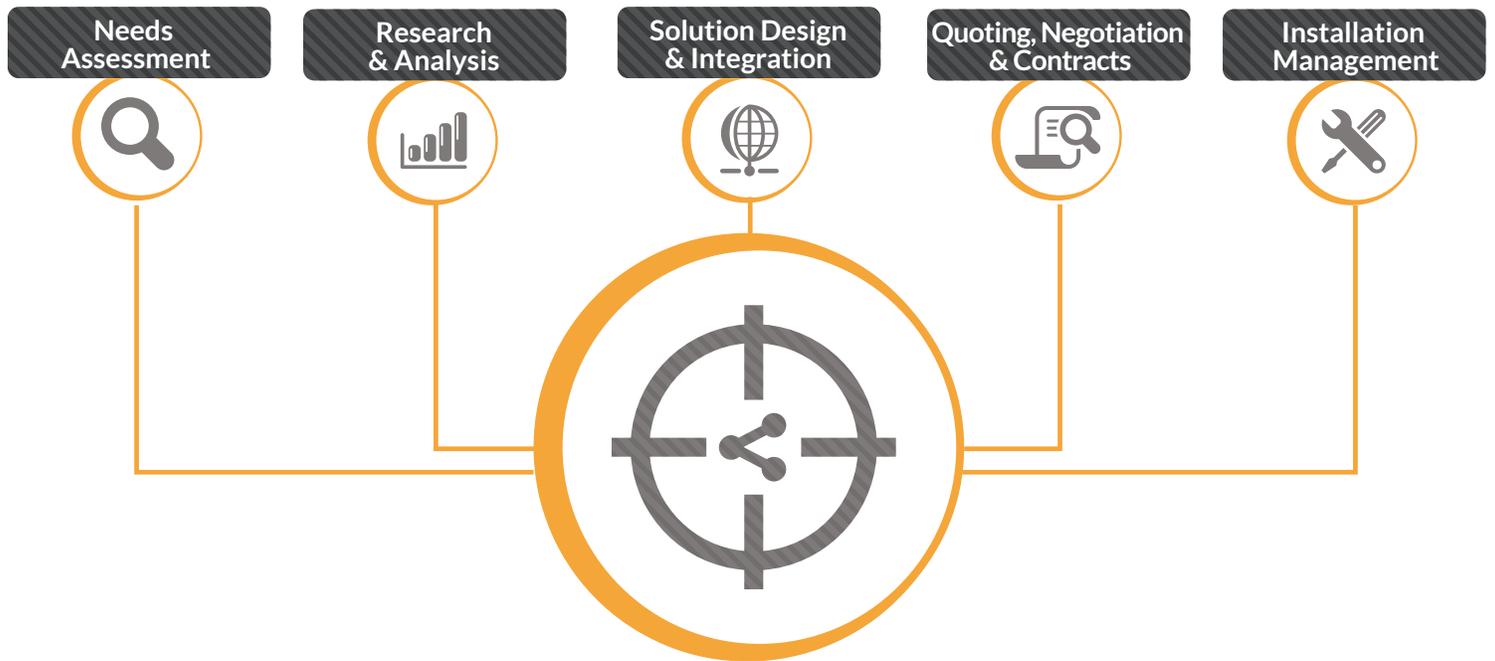
- ▶ *Rely on NEF's dedicated team of experts to plan, quote, negotiate, and track fiber and colo projects to completion.*
- ▶ *NEF manages over \$25 million in annual telecom spending. Realize cost-savings through NEF's buying power with providers, which is often below the prices quoted direct.*
- ▶ *Gain visibility and reporting to create transparency for various stakeholders across ops, finance, IT, engineering, and the executive suite.*
- ▶ *Save time/resources and keep your team focused on their “day job”.*
- ▶ *Utilize expertise to navigate processes quickly and recommend providers best suited to your project.*
- ▶ *We strive to come up with creative, out-of-the-box solutions that increase efficiency, provide redundancy, lower cost and speed up deployment.*



## Procurement Process Defined

From start to finish, NEF's procurement services deliver. Our process has been developed and optimized over thousands of projects ranging from single circuits to advanced fiber networks with multiple data center sites. As a result of numerous client engagements over the past decade, we have close relationships with all the standard providers as well as many of the smaller, lesser-known providers. The variety of vendors we continually vet, rate and utilize enables NEF to bring smarter solutions and better buying power than most single clients can get directly. Many clients are able to leverage our economies of scale to get preferred pricing/terms, efficient quoting, and optimal solutions without guesswork.

Our process at a glance...



Whether your procurement process involves internal planning and approval or more formal RFP stages, NEF can manage the buying cycle from end-to-end. Learn more about NEF's procurement solutions today. [Visit \*\*nefiber.com/procurement\*\*](http://nefiber.com/procurement) or call **877-353-4237**.