


















Overview

- Founded in 2002
- Privately held
- Nationwide service delivery
- Nationwide public utility
- Channel-focused sales model
- Customer-focused service model
- Diverse solutions for all verticals
- Single pane of glass for service and network visibility
- Single invoice for all communications services

Services Sold

Network Services	Overlay Services	Managed Services
<div><div></div><div>Fiber</div></div> <div><div></div><div>Broadband</div></div> <div><div></div><div>Satellite</div></div> <div><div></div><div>LTE/5G</div></div> <div><div></div><div>Fixed Wireless (Line of Sight)</div></div> <div><div></div><div>Copper</div></div> <div><div></div><div>Legacy Voice (POTS)</div></div>	<div><div></div><div>UCaaS</div></div> <div><div></div><div>Collaboration</div></div> <div><div></div><div>VoIP</div></div> <div><div></div><div>Contact Center</div></div> <div><div></div><div>SD-WAN</div></div> <div><div></div><div>Security</div></div>	<div><div></div><div>Managed WAN</div></div> <div><div></div><div>Managed Voice</div></div> <div><div></div><div>Managed Firewall</div></div> <div><div></div><div>Managed Security</div></div>

Elevator Pitch



As *THE* Communications Stack Provider™, NHC delivers a single path to all legacy and complex technologies on a single invoice, managed through a single pane of glass, and with streamlined 100% stateside support teams. There's no need to go anywhere else for anything.

Key Differentiators

The First & Only Communications Stack Provider

- ✓ Service delivery over any network, anywhere in the USA
- ✓ We manage each project from sale through the entire lifecycle of delivery and support.

Single Invoice, Single System

- ✓ Transparent online portal
- ✓ Single pane of glass
- ✓ Reports & analytics
- ✓ Network Visibility & Control

Ideal Customer Profile



Customers with multiple locations - crossing regions nationwide - who have a multi-service requirement. Most of our customers procure their broadband public connectivity through NHC and subscribe to a number of our cloud-native Overlay services, such as: UCaaS, Contact Center, and SD-WAN. The majority of our customers leverage our Managed Service offerings for proactive and expert management of their entire Communications STACK.

Qualifying and Technical Needs

- ✓ We have offices in multiple locations and regions.
- ✓ I have too many bills, from multiple providers, to chase down.
- ✓ I get a lot of carrier finger-pointing when things go wrong.
- ✓ We can't have downtime – we need a DR solution for our network
- ✓ We are expanding our footprint and technology.
- ✓ New applications are pushing demands for more bandwidth.
- ✓ I am interested in moving to the cloud, but I need a carrier that can manage my current needs and provide a pathway for future applications.

Objections and Rebuttals

OBJECTION	REBUTTAL
I already have a broadband service through (any carrier).	Great! Our Overlay Services can ride over any network, anywhere in the country!
I have offices in Boston, Miami, Chicago, LA and Seattle. I have carriers in each region who handle my services today.	Those carriers are great, but they can't all bill to you on one invoice. They have separate billing due to being separate companies. NHC aggregates networks from across the company, and not only produces one invoice to the end customer, but also supports the multiple networks through our stateside Network Operations Center. What's more, you can count on our Overlay Services to streamline your business operations, so each branch/location has the same tools, from the same provider, and are supported through the same stateside network team. It's a win-win. No more managing multiple carrier agreements covering multiple product types.
Partner: I can sell Zoom and Nextiva and Centurylink, Verizon, ATT, and Comcast today.	Great!! All fantastic choices. NHC supplies network connectivity from ALL the nationwide carriers. We pay YOU the exact same commissions for all our network connectivity, regardless of who we use as the last mile. Likewise, we pay YOU the same commissions on all our Overlay and Managed services, regardless of the product we're rolling. So you can count on a consistent commission - regardless of what you're selling, where - and your customers benefit by receiving one invoice from a single source Communications Provider.... <i>THE</i> Communications STACK Provider™!!!