



MAVEN

Connecting You With The Telecom Experts

Internet Service Provider Partners with Maven to Achieve Growth

How Maven Helped

- Sales and Sales Management
- Market and Consumer Research
- Business Development
- Contract Negotiations

Key Results

- Comprehensive business plan was designed and executed
- Favorable contracts were negotiated to better position service provider
- Subscribers grew to over 6,000 in under 2 years
- Ongoing engagement and projects with Maven team

About Maven

Maven is a management services firm and value-added reseller specializing in telecommunications solutions. We offer an extensive catalogue of manufacturers and products, as well as boardroom and client-direct services for your business development, sales and product management needs.

Business Situation

Leadership of a small Internet Service Provider in the southern United States needed help getting off the ground. While talent and vision was ample, the ISP was looking for direction on growing their subscribers and partners.

Solution

Maven built a business plan with clearly defined objectives. This included coordinating efforts with contractors, distributors, and manufacturers to ensure profitable growth. Maven was involved with contract negotiations, product recommendations, and logistics.

Outcome

In less than 2 years, the company's network has grown to over 6,000 subscribers and spans several counties. They continue to operate successfully today with ongoing engagement with the Maven team

MAVEN helps Distributors, Manufacturers and Service Providers in the telecom industry expand their portfolio and increase profits, by providing unparalleled telecom expertise and product without the commitment of internal staff. www.FindYourMaven.com