



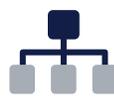
## MERIDIAN NETWORK SERVICES AND MHO NETWORKS FORM PARTNERSHIP FOR INCREASED SALES

*MHO's Channel Manager has helped Meridian make more sales by stepping in to help with accounts.*

**THE CASE:** Meridian Network Services, a provider of telecom, data, and cloud computing services and consultation, needed to bring internet connectivity to a client. After forming a partnership with MHO Networks for its customers' bandwidth needs, MHO's Director of Sales, Nick Collins, began working more closely with Meridian to help close more deals.

### THE NEEDS

 to broker more sales for Meridian

 to get MHO's services into more client accounts

## THE RESULTS

After connecting one client with MHO's internet service, Nick formed a partnership with Meridian for its continued sales success, saving the company time and resources. He:



Takes feedback from potential customers about pricing and works to **get things priced competitively for the marketplace.**

*MHO's service is terrific. They get it in fast, and the service's no latency is as good if not better than fiber. I know that I can throw MHO into a client account and they will get it done. Their ease of install is excellent.*

*– Stacey Dupree, founder, and president, Meridian Network Services*

Takes initiative to communicate with Meridian's clients to represent **both MHO and Meridian to close more sales.**

*The main thing is the help with sales. Collins will really get in to the account, and I trust him because of his professionalism.*

*– Dupree*

Since August 2016, MHO has sold about \$10,000 of business with Meridian.

*He's just a closer. I have a lot going on, and Nick will help me by jumping into an account and trying to close it.*

*– Dupree*

Collins work for Meridian is an example of the work of all of MHO's channel managers. Contact MHO today to learn more about MHO's partner program.