



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.