



Four attributes of a reliable provider

01

Leads with a consultative approach

Educates your customer, willing to whiteboard, and drills down to the business problems.

02

Stays on task

Respects their role, follows the process, and stays focused on the goal.

03

Knows when to say no

Remains honest and upfront, especially if their solution isn't the right choice.

04

Is always responsive

Responds to e-mails and requests for quotes and turns around proposals quickly.

CBTS BY THE NUMBERS



800+
Engineers



2,500+
Unique technology
certifications



2,400+
Employees



3,000+
Enterprise clients



\$1.35B
In revenue

Dive into
the details



