

# QuantumShift

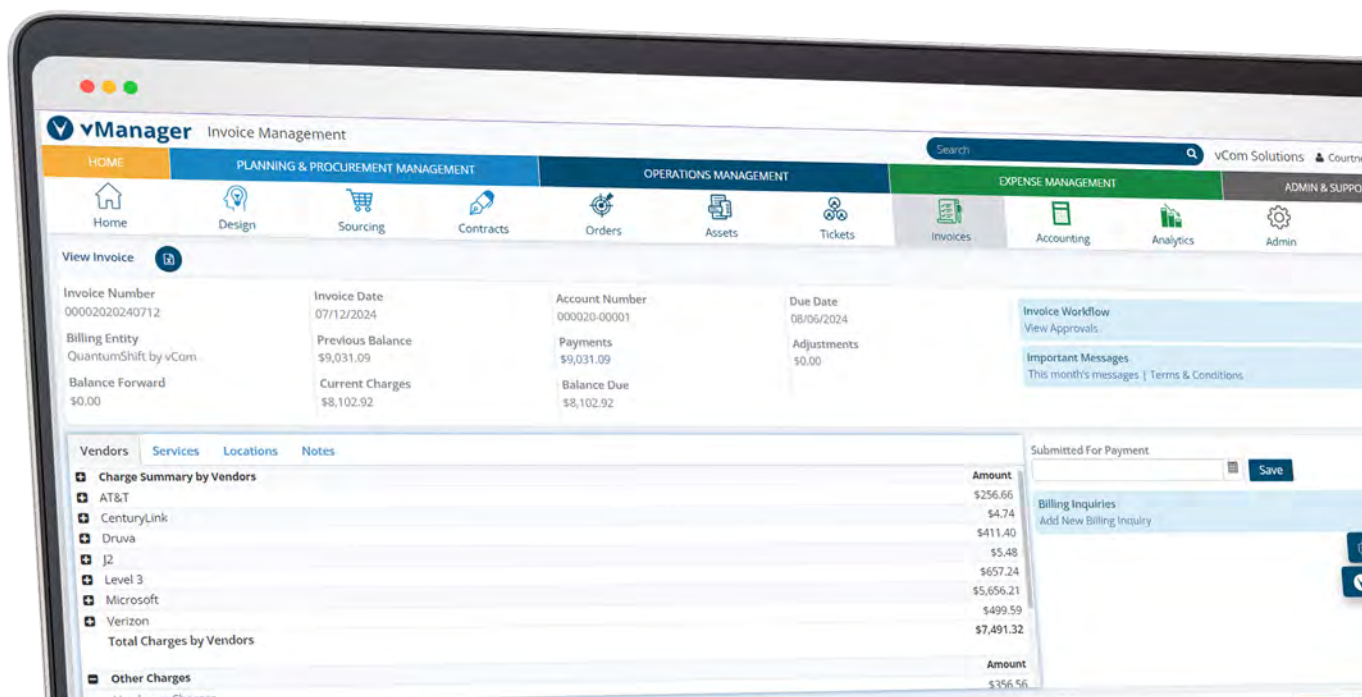
by vCom

Make it easier to manage and optimize your IT needs by consolidating services and streamlining processes

Managing IT services can be really time-consuming because it involves dealing with many different carriers, providers, and technologies. It's hard to keep everything running smoothly with so many moving parts.

But you don't have to do it all on your own. Simplify your IT management with **QuantumShift from vCom**, a single point of contact for your services and devices. Think of us like Amazon for IT: instead of managing accounts and dealing with each provider separately, you go to one place that handles everything for you.

With our exclusive buyers' club, you gain the benefits of aggregated buying power and the consolidation of hundreds of vendor and technology combinations on a single invoice and from a single partner. And the value doesn't stop there — you also get all your QuantumShift services normalized and fully integrated into vCom's award-winning IT spend management platform, vManager. A winning combination you won't find anywhere else.



## FEATURES

### AGGREGATION

- Pre-Negotiated Discounts and Enterprise-Level Pricing
- Industry-Leading Terms and Conditions
- No Minimal Volume Commitments
- No Long-Term Contracts for Most Commodities
- 100% Vendor and Technology Agnostic

### CONSOLIDATION

- One Invoice Across All Spend
- Asset to Charge and Contract Link
- Dispute Management
- Billing Error Protection
- Provider Redundancy and Accessibility
- Managed Payment

### NORMALIZATION

- Nomenclature Normalization
- Easy-To-Understand Terminology
- Simplified Tracking and Reporting

### INTEGRATION

- Live Shopping and Price Comparisons
- Automated Approval Workflows
- Comprehensive Technical Details For Each Asset
- Access to Hundreds of Standardized Reports
- Charge Breakdown by Carrier, Service, Location and Asset

## BENEFITS

### ✓ Consolidated Services

Bundle different IT services and products—like internet, cloud, hardware, and telecom.

### ✓ Better Pricing

Save more and obtain competitive rates typically paid by large organizations with the most favorable terms and conditions available.

### ✓ Enhanced Support

Make it easier to get help when you need it with centralized customer service and support for all included services.

### ✓ Streamline Management

Instead of dealing with multiple vendors, manage everything through one provider, saving time and reducing complexity.

### ✓ Simplified Billing

Receive a single bill for all your IT services, simplifying accounting, eliminating confusion and reducing administrative work.



# Customer Success Story

Motion Industries streamlines IT procurement and boosts efficiency with help from QuantumShift by vCom

In 2022, after acquiring Kaman Distribution Group, Motion Industries faced the daunting task of managing internet connectivity across more than 900 locations in North America. With such a vast and diverse network, they struggled with the complexity of handling various technologies and carriers.

QuantumShift quickly became their go-to partner for procurement, streamlining our entire network management process. By consolidating all our vendor engagements into a single point of contact, QuantumShift offered Motion a one-stop shop for all their procurement needs, regardless of location or technology.

Thanks to QuantumShift's aggregated buying power, they were able to find the right solutions within our budget. vCom's Buyer's Journey and the vManager Marketplace made it easy to compare technologies and carrier options without the hassle of dealing with multiple vendors. This not only sped up decision-making but also reduced installation times across the sites.

Overall, Motion saw significant improvements in unified procurement, more efficient technology selection, and simplified billing, all thanks to QuantumShift.



"We love the aggregation and consolidation values and the ability to gain access to any vendor and technology through one partner and one invoice that QuantumShift provides us."

– MICHAEL PERRY, DIRECTOR OF IT, MOTION INDUSTRIES