



“

What Our
Partners
Say

”

 **airespring**[®]
Cloud, Fully Managed and Connected



Adam Edwards
CEO
Telarus



Number one thing I like is the people we deal with... Also another thing is always staying one step ahead. AireSpring did a great job of moving from long distance reseller to local to multidata pipes, SIP, and meshed networks... AireSpring is really smart about staying ahead."



Cary Parris
Co-Founder & CTO
iTransit Solutions



Most of our clients are financial institutions, medical facilities, international businesses and large retail locations... As a result, we need to work with CLECs that are good at handling complex, multi-location orders. AireSpring's operations team is excellent at communicating with all involved team players for each order so that everyone is on the same page and the order goes smoothly."



Eric Asquino
President and Founder
ACS



The best thing about working with AireSpring is the various self-help tools and systems available to agents, particularly the QuoteSpring quoting tool... AireSpring's competition can take days processing orders... With something as quick and consistent as QuoteSpring, I do not have to sit around, waiting for emails to get quotes finalized."



Tom Jennings
Founder
ITquotes



AireSpring's product set has continued to evolve and grow over the years, keeping up with the latest technology and services that are in demand. Some companies grow stale, get acquired, or lose their edge. But AireSpring has not only remained technologically relevant, but also grown in terms of its ability to serve customers postsale."



Curt Allen
Strategic Advisor,
Bluewave Technology Group, & Managing Partner,
EagleTEQ Advisors



AireSpring is a bold company when it comes to solutions, and a firm friend when it comes to telecom relationships. I remember when AireSpring started to offer and create its own solution set rather than remain a reseller. Your executive team has never been shy to take risks in an increasingly complex market and I admire that."



Mark Prudell
Co-Founder
Broadband Consultants



AireSpring has a deep understanding of complex voice solutions, coupled with remarkable flexibility when it comes to meeting unique customer needs. AireSpring is adept at navigating the landscape of telecommunications service providers and ensuring that my customers get the solutions they need. AireSpring is also incredibly fast at turning around quotes."



Jim Holmes
Founder
MTG Consulting



AireSpring is in a unique position, as there are not that many companies out there today offering integrated voice and data services in the way that AireSpring does. And AireSpring's mixed platform of vendors keeps the price low for the client, which is another big plus. There is also no question that AireSpring's MPLS Mesh product is a major business driver."



Taslim Kahn
CEO
Firstlight Consulting Group



AireSpring can offer service nationwide from a variety of underlying carriers. This enables us to bring a complete solution to a customer at the best available price from only one service provider. AireSpring can choose the best pricing/circuit from carrier A for one region and carrier B, C and D for the other regions and offer a consolidated solution to the customer that guarantees very competitive pricing with the best delivery method."



Nancy Ridge
Founder & President
Ridge Innovative



AireSpring is remarkably nimble when delivering service. In an industry where we are forced to work with multiple vendors across multiple locations, AireSpring stands out as an expert in coordinating more complex projects. If something in the contract needs to be changed at the last minute, the entire AireSpring team, from the Channel Managers to the Project Coordinators, is always quick to respond."



Dan Lockwood
President
DGI



As a master agent, we like the power of being able to query pricing and information from multiple carriers on the QuoteSpring platform. There have been multiple times over the years where we've had specific technical challenges and needs and AireSpring has been responsive and addressed them admirably."



Tony Bailey
President SW Region
2Evolve Technologies



AireSpring's ability to bend and work with [the customer] to customize their connectivity, especially the support for multiple disaster recovery options, was an integral part of the customer's decision to become an AireSpring client."



Vanessa Carter
CEO
One View Communications



I love their response time and the ability to pick up the phone, call, and get a live person on the line. Everyone from the C level down gets involved and I'm able to get a quick response. With most other companies, you can't call the CEO directly. Often you can't even call directors or managers as they hide behind gatekeepers. So I appreciate that accessibility."



Karin Fields
CEO
FMX Tech



I can always count on AireSpring to be proactive and communicative. Tools like QuoteSpring and AireSpring's comprehensive product set also make my team's job easier. When there is a powerful quoting system and an attractive set of services to show customers, half the work is already done! Once someone becomes a customer, I can rest easy knowing that AireSpring's repair and support team has them covered."



Jerome Plummer
President and Founder
Business Class Solutions



I consider AireSpring a channel partner because we share a real partnership when it comes to closing deals and supporting customers. I can get hosted VoIP from anyone these days, but AireSpring has an amazing team of technicians, engineers, and project managers that I know by name and who I trust."



Krista Olnick
Cisco Account Manager
PremierComm



I can't express enough how useful the QuoteSpring quoting tool is to get deals moving. Most carriers will take days to process a pricing request, whereas I can get pricing from AireSpring instantly! It also helps that AireSpring has so many providers to choose from, giving us the ability to truly get our customers the best pricing at a moment's notice."



Chad Midtlien
President
Five Star Telecom



AireSpring has a vast portfolio of services that our customers can take advantage of. Very few carriers offer the breadth of services AireSpring has available. I like the fact that there is traditional voice and data, UCaaS, SIP, plus Cloud Connectivity and Business Continuity. Many of our customers use these services, along with AireSpring's SD-WAN and wireless."



Scott Brakefield
President
Source Communications



When I speak with prospects and show them pricing, I also show them AireSpring's Dedicated Escalation List—honestly, that's the biggest strength AireSpring has. When I show people the Escalation List with real phone numbers and names of managers, directors, VPs—all the way up to AireSpring's CEO, it really makes an impact. They realize that they're always going to know somebody to call..."



Dan Pirigy
SVP
Strategic Partners at Telarus



AireSpring is a refreshing change for agents who are looking for something different in a provider. AireSpring's operations and customer service teams provide over-the-top support for agents and customers postsale, which is often when things are most delicate. In the end, it's all about ease of use and ease of access and AireSpring is, without doubt, an incredibly easy company to work beside."



Patrick Oborn
Co-Founder & Chief Product Officer
Telarus



AireSpring is big enough to handle larger projects, but small enough to do custom things, like mapping to different MPLS networks, so you can synthesize things across one MPLS environment. AireSpring has the ability to get any carrier you need on the wholesale side. It's a bit like having the "playdough" of telecom, where you can shape and customize the deal to fit whatever your customer needs it to do. Whatever you need, AireSpring can do it."



Vince Bradley
CEO
Abundant IoT



AireSpring has everything our agents need to close business. AireSpring has an incredible underlying carrier network, which provides ubiquitous coverage. I've also known the owners for 24 years now, and WTG has been partnering with AireSpring for over a decade. I've seen AireSpring grow and I've admired the way the Lonstein brothers have established an effective, yet light-hearted approach to business."



Alan Sandler
Founding Partner
Sandler Partners



They have shown their integrity by always paying evergreen residuals to their agents. They have shown their business acumen by constantly evolving their services to help their agents meet the changing needs of our customers. And they show their enthusiasm for their work and their channel by being accessible when we need them."



Jill Reed
President and CEO
Reed Communications



They are still a personal touch carrier, not a large carrier, which is harder to find as companies get bigger and bigger. If I need to get to the top, I can get a response."



Jon Arnold
President
JA Communications Group



Where do I start? The responsiveness. AireSpring is tremendously responsive when asking for a pricing quote or working with me if I have a complex deal and setting up a call with customers and agents."



Cindy Ried
CEO
2 Evolve Technologies



I like that AireSpring is a big company, but still maintains the culture of a small business. When I call into AireSpring, someone actually picks up the phone."



Eric Savitsky
Managing Partner & Co-Founder
CrosStar



I love working with AireSpring. You guys know how to hold a client's hand, from the solutions engineering team and presales, to customer service. We've had a lot of success with AireSpring products. For SIP trunking and call centers, AireSpring is one of the best, if not the best for rates and products. Mike Nesci has been our steady contact at AireSpring...and he does a great job for us."



Jeff Powell
President
Sybran Communications



I would be remiss if I didn't mention the commissions and SPIFFs. They are among the best in the industry and our sub-agents love them. Of course, commissions have to be backed up by a good product. We use AireSpring's hosted PBX as a customer ourselves, so we are confident in the product."



Jason Smith
Co-Founder
BlueStream Consulting



I love the fact that AireSpring can provide me a quote virtually immediately. I also like the fact that AireSpring provides access to multiple loop providers or access providers. AireSpring's provisioning team keeps me informed. I like to keep my clients in the loop. Finally, I love the fact that AireSpring does not have a direct sales force."



Marilyn Dooley
Founding Partner
Telco Management Group



AireSpring is by far the easiest carrier we work with. Quote requests are handled quickly and returned the same day. Your wholesale program with AT&T is outstanding and gives our agents the security knowing they are selling a quality data or fiber connection coupled with your voice. Your operations department couldn't be more responsive and helpful. You are definitely our carrier of choice!"



Paul Bedigian
President
Green Razor Communications



When I'm asked why I do business with AireSpring, I say because you guys are so easy to work with. I know the people, they are a family business, not a micro-business. We have a relationship with your people...I tell customers about the AireSpring Escalation List, with access all the way up to the CEO- I just show it to them and explain that I have never had to use it."



Barclay Gaston
Unified Communications & Carrier Services Specialist
CT Solutions



We started doing a lot of AireSpring business as soon as I started at CT Solutions in 2014, because it was so much easier to tell customers that even if they were unfamiliar with the AireSpring name, we've done a lot with you and you do a great job on install. We can put people at ease because we are talking about our own firsthand experience as a customer of yours."



Michael Stevens
President
Network One Solutions



The great thing about AireSpring is your ability to really go nationwide, using numerous providers with multiple network-to-network interfaces (NNIs) and many carriers, in order to give the customer one bill to pay... a lot of carriers are regional, but AireSpring was one of the first to say we can provide service in Delaware and Wisconsin, for example. You give us a competitive advantage for sure."



Ryan Hunt
Principal
Connect 4 Communications



AireSpring treats me like they do our customers, with white glove service and support. The entire organization is very responsive, very easy to get on the phone, and they can be relied upon to quickly provide accurate information. AireSpring is nimble enough to change and adapt and offers flexibility that is hard to find in the industry."



Diane Cummings
CEO and Founder
Integrated Communication Solutions



AireSpring is forward-thinking in a lot of ways that traditional carriers are not. Their innovative approach to telecom and release of newer network and cloud technologies, along with the relationship we have built with AireSpring Regional Channel Manager Steve Mooney, have strengthened our commitment, making them one of our top suppliers."



Tony Cheng
President and CEO
Netstar, Inc.



Chris Abbott [AireSpring National Channel Manager] is our AireSpring sensei. He is very responsive and knows the AireSpring product line, as well as the limitations of any technology as far as what can and can't be done. Compared with other suppliers, AireSpring's culture, as developed by the Lonstein brothers [Avi Lonstein, CEO; Daniel Lonstein, President & CRO; David Lonstein, Executive VP Product Management], focuses on providing an excellent customer experience..."



Tom Strobehn
Owner
Fastech Solutions



Everyone I've dealt with at AireSpring has just been phenomenal. I appreciate, too, that the Executive Escalation List is there with access all the way up to the CEO. Another thing I like about AireSpring is the personalities. Everyone I've ever met...is very friendly because they are real. Last year I even got a chance to sit down with Avi [Avi Lonstein, AireSpring CEO]. He talked with me as if I were a billion-dollar customer. That's the feeling I get from everyone in the company...I recommend AireSpring to every agent I know."



John Jungbluth
Owner
National Broadband Group, LLC



I've been working with Chris Abbott [AireSpring National Channel Manager] and Charles Lomond [AireSpring National Director Channel Sales] under National Broadband Group for about three years now. I like working with AireSpring because of the overall customer experience, including the fact that via their escalation list I have access to any manager in the organization, all the way up to the CEO—not that I've ever had to use it...Everyone is always willing to help."



Wes Spining
Owner / Agent
EtherTel Networks



I have personally been working with AireSpring for about 11 years, I have always been impressed with your dedication to detail, project management support, and overall efficiency as a provider to my customers. AireSpring carries such a diverse set of products, that they are able to serve most, if not all of my customers' needs. They are quick at getting quotes back to me and price points are always competitive. The quality of the proposals generated from your QuoteSpring tool is great, and the template is fantastic."



Tony Ashe
Owner
MTS Digital/ Midwest Telephone Systems



As owner of MTS Digital/Midwest Telephone Systems, I wanted to thank everyone at AireSpring. Jon Massad and John Kitchen have been great to work with. Sosi Sarkis has been excellent in tech service. Renen Zabala takes care of our customers as Project Coordinator. We at MTS are looking forward to a successful year with your products and services."



Troy Coleman
Cloud Aggregation Specialist
CDW



Customers have nothing but good things to say about AireSpring's support as a whole. My channel manager, Jon Massad, has a saying that has stuck with me, one that I associate with AireSpring. He says, 'Your customers are gold—every customer is gold to me and to AireSpring.' I promise, you don't hear that from other carriers."



Steve Paratore
President/CEO
Networking Negotiators, Inc.



I've been working with AireSpring since I was introduced to Chris Abbott [AireSpring Channel Manager]. AireSpring does a wonderful job...I send in a quote request and it's normally back within thirty minutes. Another reason I like doing business with AireSpring is that the ordering process for new circuits is very easy. With AireSpring the ordering rests with them—a salesperson's dream. The biggest reason I like working with AireSpring is because they have Mike Chase [AireSpring Senior VP Solutions Engineering] available to help out on any deal from a technical perspective."



Andrew Bond
Partner
Trinity Network Solutions



I work with Charlie Lomond and he is a hard worker, super-responsive. I've worked with him for as long as he's been there...I never have to ask where's my quote or my project status? He knows what the broker needs every day. AireSpring has some great products. I've sold MPLS and MPLS with voice and internet. I've done your Bring Your Own Bandwidth (BYOB), SIP Trunking and other services. AireSpring has a broad product line and the products and coverage are available nationally. All the project managers I have worked with at AireSpring have been great."



Laura Leggett
Partner
Telecom Consulting Group (TCG)



The thing I like about AireSpring is the fact that you are 100% channel focused and you don't have direct sales reps...Second, we want to make sure that we have price parity for any type of direct route. Sometimes we have to battle for that with other carriers, but not with AireSpring... The third thing would be how quickly you process paperwork...AireSpring is able to turn around some very complex applications with their QuoteSpring real-time, online quoting tool."



Tony David
American Telecom Solutions



AireSpring certainly offers the best customer experience. I know—I work with all the carriers in the U.S. and entrust my largest customers to AireSpring. I like the responsiveness from the sales team to the project management team and upper-level management to ensure customer satisfaction. Very easy to get to the top if ever needed.”



John Agathon
Channel Partner
Sandler Partners



AireSpring brings a breath of fresh air to the table, from ordering, provisioning and billing to support. Another strength is the breadth of solutions you bring to the table, so you really can just go to one carrier for all needs, including managed connectivity, cloud, voice, and data.”



Paul Nahon
IT Sales Consultant
2Evolve Technologies



AireSpring’s QuoteSpring is an extremely valuable tool for partners like me. I’ve worked with (AireSpring Solutions Engineer) on design work, and they are phenomenal on a technical level, getting down in the weeds when that’s what is necessary. We’ve created several hybrid proposals for my clients that include SD-WAN... I haven’t seen another provider with an SD-WAN product like AireSpring’s, with the VMware SDWAN platform and your bandwidth approach for in-tunnel traffic...”



Elizabeth Cortez
Founder
My Telecomm



AireSpring has a diverse set of managed services and products for our clients and treats everyone like they truly care about you and your client. The Order Department is available to review orders before submission, Service Delivery has project managers dedicated to multi-location deals, and they have an open line of communication throughout the entire order... I have never been stuck on hold with AireSpring for eternity. What more can you ask for?”



Larry Messer
Senior Agent Manager
Datatel Solutions



I’ve been working with AireSpring since its very early days... I love that I can call people... directly... I love your real-time quoting tool, QuoteSpring™ and I do my own quotes using it. It’s probably the best in the industry... I have all the AireSpring speed dial numbers set on my phone. If I get a quote from AireSpring and I have a question about it, I can just give someone a call and get it cleared up quickly.”



Ashley Powell
VP Business Development
Creekview Group



AireSpring’s product suite fits our customers to a “T!” Everyone on the team is very responsive and gets us the information, help or results we need quickly. We often experience issues that need to be addressed urgently, and the AireSpring teams are always willing to roll up their sleeves and work with us. By participating in customer conference calls with AireSpring, I’ve gotten training on new products and have a better understanding of the solutions being proposed.”



Dominic Antonini
President
Technology Source



The free 24/7 circuit monitoring that AireSpring provides on its network and via its SD-WAN solution is invaluable. For example, we've installed AireSpring's SDWAN for our Nashville office, because they were having a lot of problems with the cable company which goes down constantly. The choice there is between the cable-co or AT&T, so with AireSpring's product we were able to do a little bit of both. This experience has made everyone a believer in AireSpring and in the technology."



Tim Basa
VP Sales
Telarus



When it comes to working with a carrier, partner or aggregator like AireSpring, we have a specific set of criteria that have to be met, including people, products, delivery and ease of doing business. AireSpring checked all those boxes, plus there was strong demand from our partners who wanted us to bring AireSpring into our portfolio."



Zina Hassel
President
ZLH Enterprises



We work with AireSpring as a supplier in our portfolio because of their quick response time, network reliability and ability to get to the right person in the event that there is an issue. Whether it be pricing, engineering assistance, provisioning response, or service and support, we are confident in the sincerity and commitment of top-level management to maintain high level delivery to the end user client."



Kathleen Waters
Founder & CEO
Creekview Group



AireSpring is one of my go-to suppliers for a number of reasons. When I first partnered with AireSpring, Daniel [Lonstein, President], made clear to me that he would do whatever it took to make deals work. He has kept that promise, and that is one of the company's primary strengths. AireSpring's extensive product line makes my job much easier. It's hard to find a supplier that has both a good supply model and a rich product set to match. AireSpring has both."



Michael J. Onystok
SVP Market Development, Channel Partnerships & Strategic Operations
AppDirect



I've been really pleased to get to know the Lonsteins. Both Avi (Avi Lonstein, CEO) and Daniel (Daniel Lonstein, President and Chief Revenue Officer) have been out to our Chicago headquarters and they are at just about every channel industry tradeshow. They keep their finger on the pulse of the industry. They make it so very easy to do business."



Meg Touns
CEO & Founder
BlueSky IT Partners



AireSpring's engineering knowledge and experience around VMware SD-WAN is the best I've seen. Also, the communication from the pre-sales and post sales team is excellent. There will always be issues in IT and having a responsive team that is willing to roll their sleeves up and solve problems makes all the difference."



Amy Milam
 Founder & CEO
 Cactus Technology Solutions



AireSpring has always been 100% responsive, and the project management and implementation have been seamless. AireSpring has always been honest in the installation time frame quotes, making us look good in that regard with our clients... We prefer to align with companies that have the same customer service-oriented values, and AireSpring shares ours."



Mark Schmitz
 Founder & CEO
 SKS Communications



AireSpring helps us by being 100% channel focused and cost-competitive. We're able to look at services other carriers are billing for and provide our customers with AireSpring's services for half of what they were paying. The fact that we can save customers money and increase the level of service they're getting while paying less makes AireSpring the optimal choice."



Joe Dix
 Owner
 Candid Solutions



AireSpring makes it easy to utilize a single team to offer so many suppliers while providing our clients with nationwide solutions--no matter where their locations may be! Protecting your network starts at the foundation, with a strong network built by companies like AireSpring and their incredible in-house experts, at zero cost."



Hank Appleton
 VPP of Recruiting
 DJJ Technologies



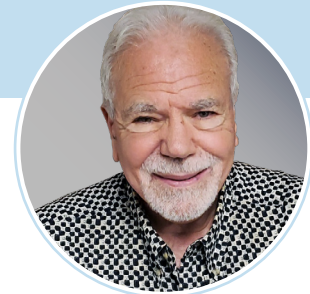
AireSpring's support model is outstanding from the moment the sale closes, to project management, to implementation, to installation, and finally post-sales support. All AireSpring staff are committed to the customer's satisfaction and support us in a friendly and capable manner. AireSpring is flexible to meet my customer's needs. We had a good sale to a university that required many contractual language changes and AireSpring's legal department effectively worked to complete the agreement to the customer's satisfaction."



Lockie Gillies
 Owner
 Wine Country Computers



In order to give our clients the best products, services and support, we need to partner with the best, and that's why we work with AireSpring, and only AireSpring."



Bert Lima
 President
 Telecom Data, LLC



AireSpring always makes the customer first. AireSpring's uses Issuetrak, a state-of-the-art electronic ticketing system that manages customer support requests & tracks performance notifications to everyone involved, from partner to customer, to internal AireSpring personnel! What a novel approach! Service matters! In many, if not most instances, before the customer knows there is an issue, AireSpring's support team is on it with the intensity and motivation to resolve it."



Brian Henson
Sr. Communications Advisor
MTCI



When businesses were moving to a remote work model last spring, Rick Komon (Regional Channel Manager, AireSpring) assisted me with one of my clients. Time was a factor, and Rick went above and beyond to help me put a solution in place within a week. Rick and the AireSpring team are amazing."



Jerry Goldman
CEO
Select Communications



AireSpring has surfaced as a favorite provider for our customers and our sales team. The overwhelming feedback that I have received is that AireSpring is extremely responsive, and they listen to our customers' needs. The AireSpring team is very knowledgeable and very easy to work with."



Sarrah Bridge
Telecom Therapist
Pac States Integrated Business Technology



Partnering with AireSpring provides our customers with access to the best voice and data technology solutions in the marketplace, but with a family-feel approach that matches PacStates' company culture. I have known my Channel Manager, Joe Brondon, for over five years. He and the team at AireSpring are incredibly responsive to all our requests and their Project Management team is second to none."



Jeff Rains
Founder
Telecom Professionals



We like working with AireSpring because our customers can consolidate several services and locations all on one invoice. AireSpring also places a high value on training and partner support. I've been through many training classes and AireSpring's SD-WAN and security training with Mike Chase [SVP Solutions Engineering, AireSpring], is second to none. Additionally, our representative, Rick Komon [Regional Channel Manager], responds quickly with pricing and information that our clients need."



Beau Turner
Senior Sales Manager
Capitol IT Partners



We love AireSpring purely due to the support behind the circuit. Being a master agent with access to multiple aggregators and ISP's, the key thing that sets AireSpring apart from the competition is the ability to support the circuit, and the team or business utilizing the circuit after the installation. From sales manager to engineer to the project coordinator and back, AireSpring delivers an experience that defines "white glove services."



Debra Mattson
Partner
Top Speed Data Communications



The provisioning teams at AireSpring provide very detailed information to our clients about what to expect and when. I've sold a lot of services in my lifetime and have NEVER seen that complete of an explanation of what to expect. Also, pricing from AireSpring is awesome."



Frank Walsh
Sales Manager
Computers Nationwide



AireSpring's willingness and flexibility to assist us throughout the sales process using demos and joining calls has been extremely helpful. I am also a huge fan of the training that AireSpring offers to their agents. I would recommend it to anyone in the industry."



Vince Typaldos
Integrated Services Engagement Specialist
CDW



I like that AireSpring believes in fanatical support and total attention to detail. Jon Massad (Regional Channel Manager, AireSpring) understands that this is a relationship business. I not only like him as a person, I like his honesty, but also his ability to hold true to his commitments to the customer. When things break, and they inevitably do in telecom, Jon can step in and activate escalations quickly."