



Building Service Provider Networks (Networking Council)

Howard Berkowitz

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To be competitive, service providers cannot customize every installation but must simultaneously offer services that meet a wide range of perceived customer needs. This guide shows commercial service providers and equipment vendors how to build competitive service offerings for enterprise-specific needs. It: provides vital technical and business guidance to the service provider marketplace; explains how to satisfy the customer's specific needs in data, voice, and/or video; and, enables readers to gain the upper hand in submitting the most competitive service network bids and service level guarantees to customers.

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