

SOVA Delivers Leading-Edge Public Sector Telecom Solutions to IT Service Provider HSB Solutions



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Plains, Pa. November 01, 2016 SOVA, a leading Platinum Master Agent for Verizon telecom solutions, just finalized a partnership with Disabled Veteran's Business Enterprise (DVBE) HSB Solutions—making HSB Solutions a Verizon telecom services agent.

In response to the public sector marketplace, HSB Solutions was started by a disabled veteran with a background as a senior project manager and senior systems engineer. HSB Solutions is a networking services company providing resources for government information technology projects. The company is closely affiliated with Enterprise Networking Solutions, Inc. (ENS-Inc.) and shares executive management.

Chad Hodges is president of HSB Solutions and vice president of ENS-Inc. He was injured in 2000 while on active duty with the U.S. Marine Corps. Both companies are headquartered in Sacramento, Calif.

Hodges expects that ENS-Inc. will partner with SOVA as well.

"We have not worked with telecom providers, like Verizon, in the past because there was not a good mechanism for us to do that," Hodges said. "We are service providers—we design and implement systems, but we don't have the internal resources to offer telecom services. Working with SOVA has already proved to be an efficient way for us to work with Verizon. They know how to navigate contracts with Verizon and handle the back office details. For lack of a better term they are almost like a channel manager."

Verizon recently opened up its services for agents to sell to the public sector—which is the primary market for HSB Solutions. Prior to that only Verizon direct representatives could sell to that sector.

SOVA President Gene Esopi said, "We are looking forward to a long and mutually beneficial relationship with HSB Solutions and Chad. As one of our first public sector agents, HSB Solutions is an excellent entry into that market for us; they have an outstanding reputation for customer service and IT expertise. This also gives us another opportunity to support our troops."

HSB Solutions has master service agreements with most of the 130 State of California departments. "When it comes to what they are looking for in the way of telecom services, each department is unique," Hodges said. "But they all need basics like connectivity to the internet and telecommunications connectivity." After only 30 days of working with SOVA, HSB is close to finalizing agreements for Verizon services with two of his major clients.

"SOVA did a good job of explaining what the Verizon program is and how it benefits my company as an agent," Chad said. "I have access to all of the vehicles that Verizon has and SOVA handles all the details, like processing paperwork and ensuring that we are paid promptly. I would recommend SOVA for a number of reasons, not the least of which is that they make working with Verizon seamless and easy."

Verizon Public Sector Solutions, available through SOVA, are specifically designed for the full range of public sector organizations including education, the federal government, state and local governments and public safety. These solutions help increase productivity by enabling greater information access and mobility while maintaining critical security and reliability. They also control costs, simplify management, and increase responsiveness and transparency.

As a valued Verizon Partner Program member since 1994, SOVA has earned Platinum level status; agents benefit from select privileges that many telecom solution providers cannot offer. SOVA has customized programs for telecom agents, VARs, MSPs, and telesales organizations and provides customer solutions in every product category including voice and data, network, Cloud, mobility, machine-to-machine, managed internet, VoIP, and global services. SOVA's award-winning agent program features no quotas, no minimums, no commitments; dedicated pre-sales and post-sales specialists; simplified quoting and ordering; and a state-of-the-art agent portal. SOVA is headquartered in Plains, Pa., with additional locations in Pittston, Pa.; Boston; Denver; and West Palm Beach, Fla. To learn more about SOVA's top tier agent program, fill out the request form at <http://sova.com/contact-us> or call Miranda Godlewski at 570.824.6800 ext. 141. To learn more about SOVA visit <http://www.sova.com> or call 570-824-6800.