

Topic: High Value Bundles for SMB

Summary: In the SMB market, it has become increasingly important for providers to demonstrate the value of business broadband services over consumer services, and to provide the right combination of services. Gabe Kenyon of teleNetwork will share insight into specific challenges faced by small businesses today, including IT support and mobility device management. Telcos are well positioned to offer high value service bundles that include these and other services, which allow them to differentiate the value of their core business services.

Discussion Leader: Gabe Kenyon, Vice President Sales, teleNetwork



Gabe Kenyon has over 10 years of experience building solutions for service providers. His team has helped product organizations solve complex customer challenges such as supporting new product launches, scale to meet demand for services, and improvements to customer satisfaction strategies.

In his spare time, Gabe spends time with his kids playing baseball and swimming. He also enjoys Stand Up Paddle surfing.