



Why Hire Paradigm for Your Telecom, Internet Service Provider or IT Services Vendor Selection and/or Management?

Admittedly, this portion of Paradigm's practice is at the perimeter of the Stewardship model. Yet it lays the groundwork if the parties are so inclined. And most importantly to some, this suite of services is backed by experience in the industry going back to 1987.

Simply stated, there is no more qualified a person than Jeff Odland in the NW, and arguably among the best if not the best, anywhere in the USA, to assist your business in these areas.

Jeff's resume is available upon request, which reflects working with all sizes and types of organizations. And it reflects an uncommon level of success, which in part was due to the gift of some of the best training available in the industry as well as being surrounded by some of the industry's best engineering resource. Best practices were also created in some of the nation's largest accounts.) This caliber of available expertise was due to having earned the right to support some of the largest accounts in the country. (JP Morgan Chase, Microsoft, Boeing, etc.) Tenaciously high personal standards were also a key enabler to bringing exceptional support levels to all sizes of accounts.

Maybe these two comments are noteworthy:

"But what set Jeff apart wasn't his advanced intelligence, it was his attention to the customer—us—and to our needs. He knew that by genuinely understanding and tending to our needs, he was best representing Frontier and maximizing the potential for both of us. He didn't just get a contract and walk away, he meticulously crafted the best possible solution, then partnered with us to see it all the way through the life of the contract, thereby ensuring he was prepared for the next solution." "He would frequently host networking opportunities where he would paint the picture of the future and allow us to network with other companies in the community. He uniquely positioned Frontier in the region because he wasn't just part of the community, he created the community."

Derek Christensen, Vice President, Information Technology, Litehouse Foods

"Jeff's character is exemplary and recognized as such both in the customer ranks as well as internally. Specific to the customer set, this character is key in developing Trusted Advisor status in the client base, at the C level and all others. Years after Jeff has left, I still deal with many of those client contacts who long for his return. Specific to the internal aspect, it allows Jeff to ask of his team members more than anyone else could. And this ask is universally done in a way that is of benefit to all involved."

Darin French, Operations Manager, Ziplly Fiber

