

## Convergence vs. Separate Vendors

What it really costs to run a fragmented IT and telecom stack — and what one Ohio team owning the whole picture saves you.

Factor	Buckeye Convergence	Separate MSP + Carrier + Security Vendor
Monthly invoices	1	3–6
Accountability during an outage	One team. One number to call.	Each vendor blames another.
Contract alignment	Co-terminus. We renew everything together.	Renewals scattered across the calendar.
Strategic ownership	vCIO sees the whole picture.	No one owns the totality.
Tooling overlap	Unified stack. No double-pay.	Duplicate licenses across vendors.
Carrier negotiation leverage	23 years of carrier relationships working for you.	You negotiate alone.
Total monthly cost (typical 50-user mid-market)	\$6,000–\$9,500	\$8,000–\$13,000

**Bottom line:** Most mid-market Ohio companies pay **\$2,000–\$3,500 more per month** for fragmentation than they would for convergence — and they get fewer accountable owners, scattered renewals, and finger-pointing during outages in exchange.

### What's your actual stack costing you?

We run a free Stack Audit for Ohio businesses. 30 minutes. No deck. We tell you what we find — even if it doesn't involve hiring us.

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