



## Types of Companies

TYPES OF COMPANIES	WHAT THEY SELL
Telecommunications	Telephones, computers and other network access devices
Systems Integrators	Software, hardware and network subscriptions for turnkey systems that they deliver
Accounting Firms	Software and hardware for accounting systems that they implement
Commercial Office Developers	Telecommunications systems to their tenants
Airlines	Access to wireless networks to their passengers
Automobile Companies	Subscriptions to wireless networks for vehicle based systems

Channel partners are the distributors, resellers, and other companies that sell the product.

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