



CITY COMMUNICATIONS SUCCESS STORY

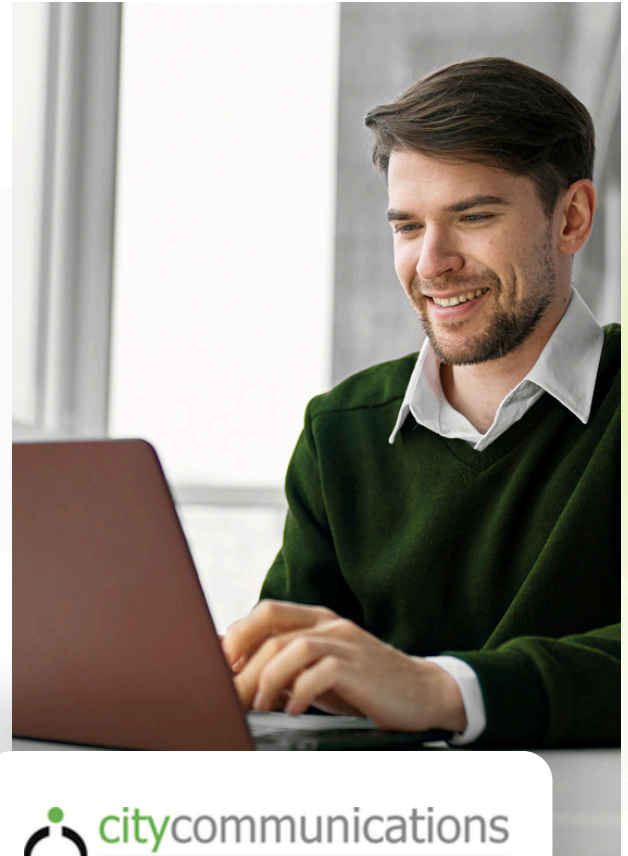
City Communications secures multimillion global connectivity deal with Momentum partnership

Overview

Every technology advisor eventually faces a defining deal, one that tests their ability to scale beyond local relationships and prove they can compete on a bigger stage.

For City Communications, that deal came in the form of a multimillion RFP spanning 60–70 domestic and international sites. **The stakes were clear:** win and reinforce their standing as one of Arizona’s most respected consultancies, or risk losing ground to national competitors. City had the credibility to get in the room, but sharper pricing, flexible contracting, and a partner at their side would be critical.

Discover how City’s partnership with Momentum enabled them to navigate the RFP process with precision, impressing key decision makers to secure a complex global deal that validated their partnership and continues to open doors to new opportunities.



About City Communications

Founded in 2001, City Communications is a Phoenix-based technology consultancy that helps businesses evaluate, implement, and manage communications services. With access to more than 800 vendors across UCaaS, CCaaS, network, and cybersecurity, the company takes a highly consultative, white-glove approach backed by in-house project management.

City is deeply rooted in Arizona’s business community, actively investing in local CIO and business organizations. With a lean but seasoned team, the company has earned the trust of major enterprises and SMBs alike by delivering enterprise-scale solutions with personal service.

THE PROBLEM

Navigating a high-stakes deal with global complexity

For years, Momentum was one of many vendors in City's network. Deals would come and go, but nothing had pushed the two companies into a deeper, strategic partnership until a defining opportunity appeared.

A multimillion RFP surfaced for 60–70 domestic and international sites. On paper, City had every reason to compete:

- Trusted relationships in the Arizona CIO community
- A reputation for white-glove service
- Credibility built over decades

But the stakes were higher than usual. Competitors were already circling and initial quotes were way off the mark. City knew their client expected sharper pricing, faster execution, and a partner willing to stand shoulder to shoulder in the process.

The opportunity was too important to leave to chance. Winning a deal of this size meant reinforcing City's ability to compete at scale and strengthening its position in the market.



To succeed, they needed a partner who could sharpen the bid, streamline complex requirements, and engage shoulder-to-shoulder with key decision makers.



THE SOLUTION

Finding a partner that could deliver high-quality solutions, fast

City Communications recognized they needed a partner who could match their consultative style and help carry the weight throughout the complex RFP process. Momentum stepped in to fill that role almost immediately.

Instead of leaving the opportunity to the quick-quote process, Regional Sales Manager Jill McIntyre stepped in with the experience and presence the deal required. She worked directly with City to refine the bid, bringing sharper pricing through Momentum's global aggregation model and ensuring every detail aligned with the client's needs.

When the time came to meet the buyer, Jill joined City in person at a local CIO event, reinforcing credibility and signaling commitment.

Behind the scenes, Momentum's flexibility in contracting and responsiveness from leadership gave City the confidence to push forward. From legal navigation to engineering alignment, the partnership meant City wasn't carrying the deal alone, as they had a seasoned team that understood the urgency and complexity of what was at stake.

THE OUTCOME

Closing a multimillion deal & exploring new opportunities

The partnership delivered exactly what City Communications needed: a multimillion win across 60–70 sites. Securing a deal of this scale not only strengthened City's standing with local CIOs but also signaled to competitors and vendors alike that they could compete and win on any stage.

City executed with confidence with support from Momentum. Competitive international pricing from the aggregation model, flexibility in contracting, and Jill's presence in the room all contributed to closing the deal. But it was City's trusted relationships and consultative selling that put them in a position to lead.

Together, the two teams created a seamless partnership where City could focus on what it does best, advising clients, while Momentum handled the complexity behind the scenes.

The impact continues to go beyond this one deal. The win boosted City's visibility within the Arizona CIO community, sparked interest from other vendors, and opened doors to future opportunities in security, SASE, and AI-driven solutions. With a proven partner by their side, City is positioned not just to compete, but to grow faster and pursue larger, more complex opportunities than ever before.

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Deploy winning strategies and solutions for your most complex opportunities

Are you looking to strengthen your position in the market and compete for bigger, more complex deals?

Discover how Momentum can help you refine bids, deliver global solutions, and scale your success.

Talk to sales today to see what's possible.

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