



CANADA'S PREMIER VALUE ADDED DISTRIBUTOR

**Cody Cochrane**  
Business Development Executive

# Mission Statement

*“The mission of MBSI WAV is to be Canada’s Premier Value Added Distributor of wireless and networking technologies. We will provide these with dedication to the highest quality customer experience with unrivaled service and support.”*

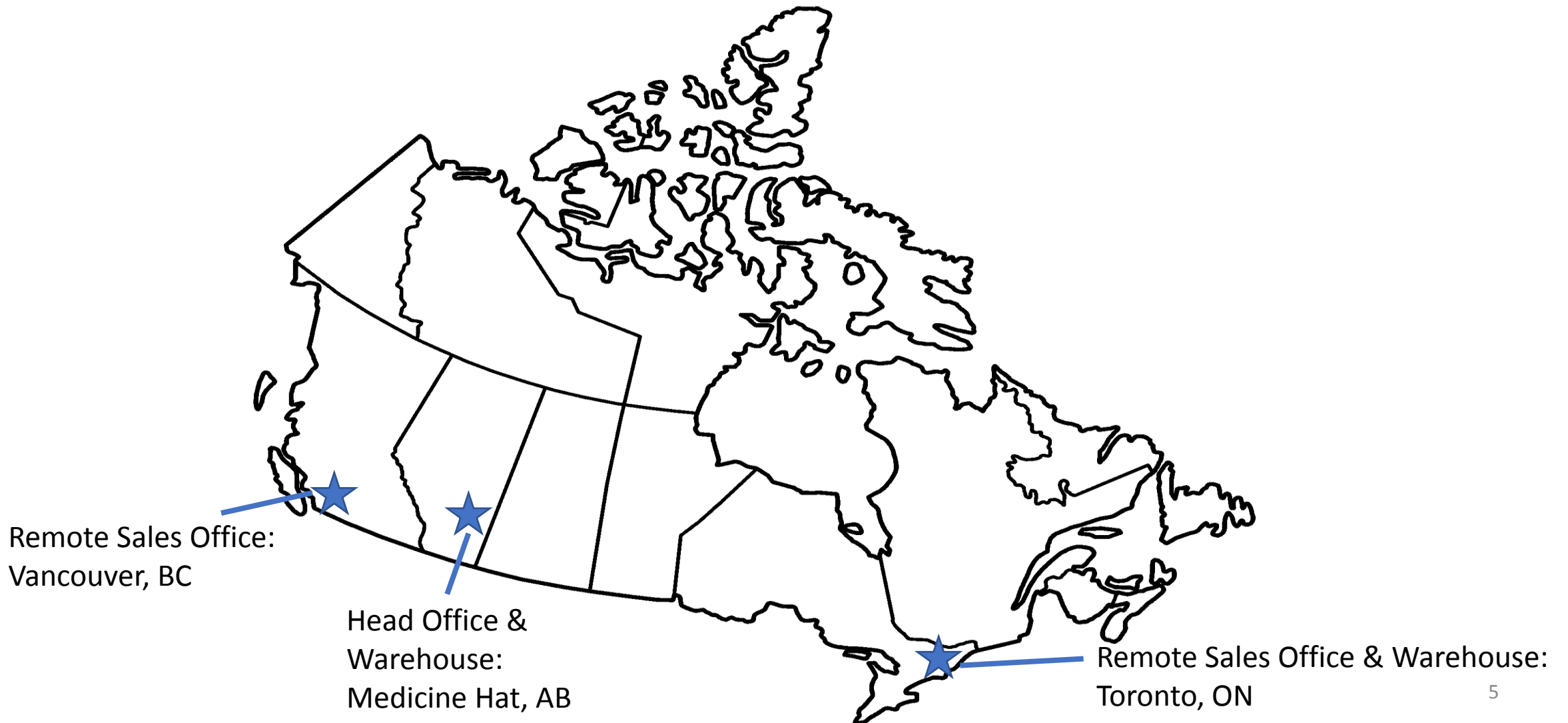
# MBSI Canada History

- Deployed the first Motorola Canopy Wireless Internet Service in Canada.
- Has transformed business from being a VAR (Value Added Reseller) into a Master Distribution house for only a select batch of premium manufactures .
- Michael Schneider & Ryan Tabor have worked with the company for 10+ years and are now Principles of the business.
- Over 100 years of Telecommunications experience between everyone involved in sales.

# MBSI WAV's Commitment

- Active member of the BC Broadband Association for several years including supporting the BCBA & CanWisp's initiatives, events, etc.
- Direct ISP engagement with:
  - Network Start Ups
  - Network Expansions
  - Technology Overhaul
  - Custom Radio, Tower, Deployment & Designs
  - Post network launch support

# Sales Office/Warehouse Locations



# Meet The Team



Michael Schneider –  
Principal



Ryan Tabor – Systems  
Engineer



Cody Cochrane –  
Business Development  
Executive



Brent Hickman - Strategic  
Account Manager -  
Western Canada



Dale Suitor – Strategic  
Account Manager –  
Eastern Canada



Jamie Lindstedt –  
Inside Sales

Sales  
Team

Marketing,  
Operations, &  
Financial Team



Brenda de Lauw –  
Accounting Manager



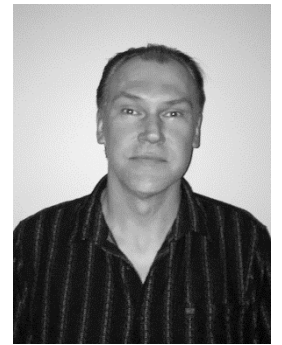
Nicole Devereaux –  
Marketing Coordinator



David Kenefick – Sales  
Operations



Elaine Evans –  
Administration Assistant



Doug Chopek –  
Warehouse Manager

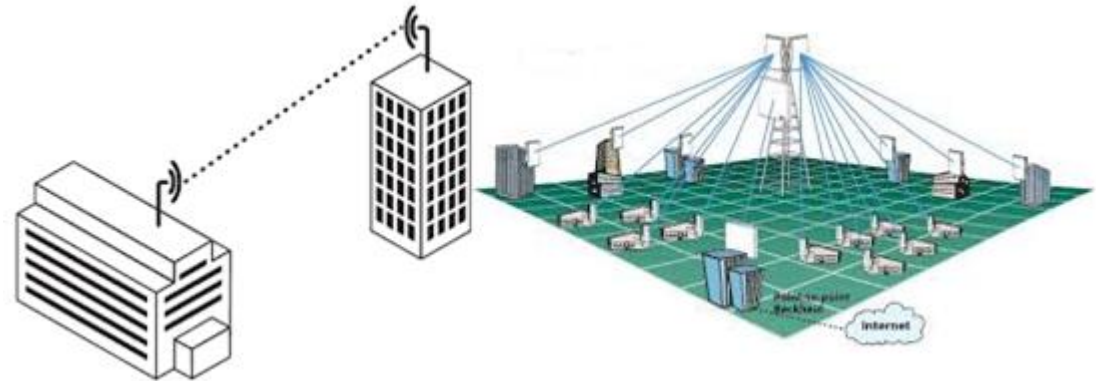
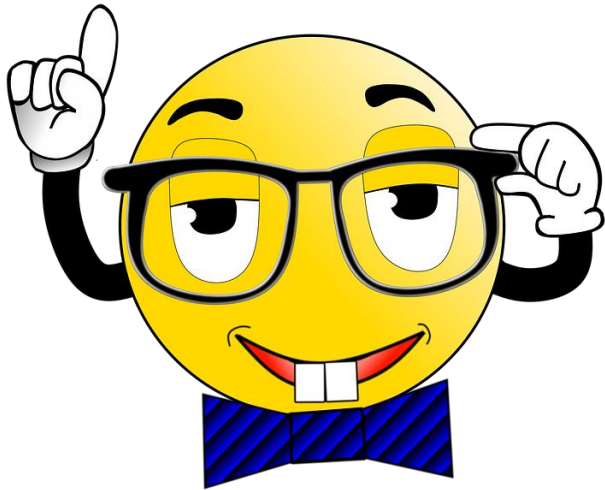
# Unique Channel Offerings

- Largest Stocking Position of Wireless Equipment in Canada
- Just-in-Time & Blind Shipments Available



# Unique Channel Offerings

- Unrivaled industry expertise and technically savvy sales experts
- Ability to offer end to end wired and wireless solutions/recommendations



# Unique Channel Offerings

- Staging, configuration and pre-installation hardware kitting
- Unrivaled customer service and responsiveness



# Marketing/Social Media/Etc.

- Facebook
- Twitter
- LinkedIn
- YouTube
  - ✓ Recorded Webinars
- E-mail Blasts
  - ✓ Latest Vendor News & Announcements
  - ✓ MBSI WAV News & Announcements
  - ✓ Promotions



# Summary

- Largest stocking Distributor of Wireless Broadband Equipment & Accessories in Canada.
- Western & Central Warehouse Locations in Canada
- Unrivalled Response Time & Customer Service
- Award Winning Marketing
- 3 Sales Offices
  - Vancouver
  - Medicine Hat
  - Toronto
- We work, live, and do business in **CANADA** only

