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Those are all good answers, but they don't really separate you, and the rep over at your competitor is likely saying the same things.. from [https://blog voipinnovations com/blog/voip-ucaas-sales-why-buy-from-you](https://blog.voipinnovations.com/blog/voip-ucaas-sales-why-buy-from-you)

Today's post is brought to you by Stuart Preston from Pitch Consulting! During your sales process, you're likely to get the question, "Why your company rather than your competitors? What makes you better?" A sales rep who's not prepared for this question will quickly start rattling off some good points: we've been in business for X years; we have great customer service; I guarantee my prices.

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