



# WAN CIRCUIT VISIBILITY FOR TECHNOLOGY ADVISORS

How to reduce renewal surprises, improve  
carrier visibility, and simplify  
troubleshooting

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WanAware Technology Advisor Playbook Series

[www.wanaware.com](http://www.wanaware.com)

# Executive Overview:

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Most WAN problems are not difficult to fix. The delay usually comes from figuring out what the client actually has at the site, which carrier owns the circuit, and what contract terms apply.

Across dozens or hundreds of locations, circuit information ends up spread across carrier portals, spreadsheets, and email threads. When something breaks, the first step is searching for details instead of solving the issue. Renewal dates are tracked manually. Inactive circuits stay billed. Negotiations start late.

WanAware Asset Inventory Management (AIM) helps Technology Advisors maintain one accurate record of WAN circuits and related network assets for each client.

When you can see every active circuit in one place, you can run renewals, cleanup, and monthly reviews as part of your service instead of reacting to surprises.

Scattered circuit records make support harder and renewals more reactive. WanAware gives Technology Advisors one operating record for the WAN, which they can offer as a white-labeled service under their own brand.

# Advising Across a Multi-Carrier WAN Without One Record

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As a Technology Advisor supporting distributed networks, you rarely have [one complete list of what each site actually has](#).

Circuit details live in carrier portals. Contract terms sit in spreadsheets. Renewal dates are tracked manually. When a location changes or fails, the first step is tracking down the basics.

The friction typically shows up in four places:

- 1. Circuit details are scattered.** Each carrier shows only its portion of the WAN. There is no single list across carriers.
- 2. Triage starts with searching.** Before you open a ticket, you must confirm the circuit ID and carrier.
- 3. Cost issues stay hidden.** Inactive or duplicate circuits keep getting billed because no one sees the full picture.
- 4. Advisor value looks reactive.** You are called when something breaks instead of guiding ongoing review.

## Hybrid WAN Growth Makes Circuit Tracking Harder

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Most enterprise WANs are no longer single carrier or single access.

Clients mix fiber, cable, MPLS, wireless, and satellite across regions. Circuits are added,

upgraded, moved, or disconnected throughout the year. Contracts renew at different times.

As the WAN changes, it becomes harder to know what is active, what it costs, and when it renews.

Advisors who keep a current circuit record can prepare for renewals early, identify unused services, and [guide modernization planning](#) instead of reacting to carrier notices.

## AIM Model for WAN Circuits in 3 Steps

<b>Step 1</b> <b>Establish the Record</b>	<b>Step 2</b> <b>Keep It Current</b>	<b>Step 3</b> <b>Use It Monthly</b>
<p>Build a current <a href="#">WAN circuit inventory</a> for each client:</p> <ul style="list-style-type: none"> <li>• Access type</li> <li>• Carrier name</li> <li>• Circuit ID</li> <li>• Bandwidth</li> <li>• Site locations</li> <li>• Contract terms</li> <li>• Renewal dates</li> <li>• Support contacts</li> </ul>	<p>Update the record as circuits are added, moved, upgraded, or disconnected.</p>	<p>Review changes, confirm renewal timelines, and check for unused or duplicate circuits.</p>

**AIM does not replace carrier portals. It gives you one list across carriers so you can manage the WAN without jumping between portals.**

# WAN Circuit Inventory Management for Technology Advisors

Record Includes	Questions You Can Answer
<p>WanAware AIM helps you maintain a per-client record that can include:</p> <ul style="list-style-type: none"> <li>• Transport circuits by access type (fiber, cable, MPLS, wireless, satellite)</li> <li>• Carrier, circuit ID, bandwidth, and A/Z locations</li> <li>• Contract terms, renewal dates, and support contacts</li> <li>• <a href="#">Network edge assets</a> tied to circuits (routers, switches, locations)</li> <li>• Logical details when available (IP ranges, VLANs, QoS)</li> </ul>	<p>Instead of jumping between portals, you have one usable record to answer:</p> <ul style="list-style-type: none"> <li>• What circuits are active at this site?</li> <li>• Which carrier owns them?</li> <li>• What support path applies?</li> <li>• When do these circuits renew?</li> </ul>

## What This Enables for Technology Advisors

### 1) Faster Triage

When a site goes down, you can [quickly see which circuits serve that location](#) and who to contact.

This shortens the “figure out what we’re looking at” phase.

### 2) Renewal Preparation

You can [see what renews next quarter](#) and review it before the carrier contacts your client.

**Renewals should not be surprises. When renewal dates and circuit details are visible in one place, you can prepare early and negotiate with confidence.**

### 3) Cost Cleanup

You can [identify unused circuits](#), duplicate links, or bandwidth tiers that no longer match usage.

## How to Package This as a Repeatable Offer

#### Baseline Build (First 30 Days)

- Confirm circuit coverage by location and carrier
- Normalize circuit IDs, bandwidth, and endpoints
- Capture contract terms and renewal dates where available
- Identify immediate cleanup items (inactive lines, duplicates, missing owners)

**Client Output:** WAN Inventory Baseline + Immediate Fix List

#### Always-Current Inventory (Monthly)

- Update the record as circuits change (add, move, disconnect)
- Review exceptions that need action (unknown circuits, missing fields, drift)
- Publish a short monthly change summary

**Client Output:** Monthly Inventory Update + Action List

#### Renewal + Optimization Reviews (Quarterly)

- Review the renewal calendar with priorities and negotiation prep
- Review cost and redundancy patterns by region or site group
- Flag modernization readiness items (legacy links, end-of-life gear, sunset risks)

**Client Output:** Quarterly Renewal & Optimization Plan

**When you own the circuit record and the renewal calendar, you are not just called when something breaks.**

# Present This as Your Branded Portal

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If you offer a client-facing portal as part of your advisory service, AIM can be presented as your branded operating record. This keeps the circuit record and monthly review process anchored to you, without forcing the client to juggle multiple carrier portals.

## Common Questions

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### **“We already use carrier portals.”**

Portals show one carrier at a time. AIM helps maintain one list across carriers.

### **“Will this require agents everywhere?”**

AIM is designed to be agentless and non-intrusive.

### **“How do we keep clients separated?”**

Each client has its own inventory record. You can still maintain a portfolio view.

### **“Is this only for circuits?”**

Circuits are the starting point. AIM can also tie in related edge assets when available.

# Conclusion

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Multi-carrier WANs are hard to manage with portals and spreadsheets alone.

When you maintain a current circuit inventory, you can troubleshoot faster, prep renewals earlier, and catch cost issues before they become problems.

That positions you as an ongoing advisor instead of someone called only when something breaks.

# Explore the Technology Advisor Partner Program

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If you want to offer WAN circuit inventory management as a structured service, learn how AIM fits into the WanAware partner model.

[Apply to the Technology Advisor Partner Program](#)



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