



'communication without complication'

Is your provider giving you the best service?

No

- Could it be better?
- Are there long waiting times on the phone?
- Are unhappy clients being overcharged?
- Do you experience issues with support?
- Restrictions on billing platform access?
- Lack of billing support for Wholesale resellers?

Yes

- Congratulations! Perhaps you're already working with us. We're here to show you how we can become your one stop solutions provider but without the hassle.
- PLUS there's many more benefits too!

Our aim is to make our partners grow and succeed. We see all of our partners as an extended part of our team so we will do our utmost to achieve your maximum potential and excellence in closing each sale. Simply choose one of the models below and you'll be assigned a dedicated account manager who will walk you through each product and service with accredited training days, and will also arrange sales and marketing support if needed. Our support team is on hand to provide a hassle free service to your customers too, so everyone is happy!

Converged Dealer

- Market leading commission splits and immediate BACS payments
- Dual branded documents (including invoices)
- Access to lead generation bases
- Dedicated desk based upsales/customer support manager
- Pre-sales product training (at our site or yours)
- Competitive channel pricing
- After sales care
- Complete billing operation managed entirely by us
- Full access to portals including: data pricing, SIP and Hosted PBX, NGN, WLR3
- Annual commission in advance

Converged Reseller

- Award-winning billing system
- Bureau billing
- Direct Debit services
- Free transfers
- Full access to our portals including, pricing, SIP and Hosted PBX, WLR3 and NGN
- Dedicated billing support manager
- Fully branded documents
- Set your own margins and tariffs
- Look after your customers under your own T&Cs

Simple Partner models

- Dedicated account management
- Complete service portfolio
- Multiple carriers
- Accredited training days
- Full access to white label services
- Partner incentives
- Fraud control
- Specific product training service available
- Complete marketing support
- VIP invitations to annual partner events
- Dedicated product specialists
- Free migration
- Price promise

Converged Comms

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One stop solution

We aim to give you the best pricing so that you can maximise your own profit margins as a Wholesale Partner, or as a Converged Partner have the flexibility to set prices and maximise the commission you subsequently receive.

Voice

Using Openreach and Virgin Media Business, we can offer the widest selection of Voice solutions. Whether your customers have multiple sites or remote workers, inbound or outbound call centres, legacy or cutting-edge technology, we can deliver the perfect line.

Wholesale calls; ISDN2, ISDN30 and analogue lines; CPS; IDA; WLR3 portals, NGNs.

Mobile

Get your customers connected on the go with our tailored mobile deals. Offering multiple carriers, we have sound knowledge and expertise in delivering the perfect package.

Competitive tariffs; high commission rates; handsets supplies and insurance cover; cost centre coding; kit funds, high ongoing residuals.

IP Voice

Empower businesses with the latest Unified Communications features delivered by our next generation IP Voice service. Our Hosted PBX, Hosted Contact Centre and SIP Trunking services are next-generation communications solutions that can really benefit businesses by enabling them to work more efficiently and flexibly.

SIP trunking; hosted PBX; hosted contact centres.

Billing Services

Benefit from our multi award-winning billing platform for fast accurate bills for Wholesale Partners. Or if you prefer to avoid the hassle of billing, that's no problem – We can take care of the billing process with our Bureau billing option.

Multi award-winning billing platform; hosted billing solution; bureau billing option; Direct Debit collection; wholesale billing service; billing account management; CRM integration.

Data

Speed with the latest Data offerings. From copper to fibre, from basic broadband to dedicated Ethernet, you can have absolute confidence in each of our products to provide a scalable, profitable and reliable solution.

Direct internet access (including Ethernet, EFM, GEA/FTTC) MPLS, Broadband; ADSL; FTTC; LLU Variants; Annex M. Free EFM install.

Managed Services

Move on up to the Cloud and Managed Services. Offer your customers increased speed of deployment, flexibility, security and cost efficiency through selling our cloud services.

Hosted audio and web conferencing; online PC and server backup; Infrastructure-As-A-Service (IAAS); Software-As-A-Service (SAAS); UK and international managed data networks.

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Why you should join us

- We are a channel only business
- Two simple partner models to select from
- Full service wrap
- No direct sales
- Price promise
- Personal account managers
- Quality customer support team
- Ongoing partner and reward programmes
- Supporting technologies to help you excel i.e. billing services, portals, strategic partnerships, great pricing, great margins and commission structures

And this is how easy it is...



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