

Cloud & Fibre   
Keeping our customers connected

# CHANNEL & REFERRAL PARTNERS



**Partner Programmes**

## We operate 3 types of Partner Programmes:

Our channel partners and indirect resellers can benefit from over 15 years of our experience and in-depth knowledge in giving clients what they need.

### Referral Partner

#### We will support your Clients and give you commission

1.

You can generate additional income by referring our products and services to your clients. We partner with IT maintenance, IT support and Mobile companies who don't provide internet connectivity and voice solutions but will recommend us as a quality provider to their clients.

#### As a Cloud & Fibre Referral Partner you'll get:

- a monthly margin share on all orders;
- a residual revenue stream during the customer's lifetime;
- our support to all end users; and
- we bill your clients directly, with or without the option of co-branding.

### Indirect Partner

#### You bill and support your own client

2.

We offer you the opportunity to be competitive in voice and data, backed by our wide range of products and services. We have wholesale carrier agreements enabling us to offer solutions using any of the major networks in the UK and Europe.

#### As a Cloud & Fibre Indirect Partner you'll get:

- our full range of connectivity services, including ADSL, FTTC, Ethernet and Microwave Internet;
- our full range of voice products, including lines, calls and hosted voice;
- CDR detail records for all call traffic;
- access to our UK technical support team;
- online reporting tools; and
- white label support documents.

### Wholesale Partner

#### Build your own solutions

3.

For our more technical partners, who want to connect their own networks with ours.

#### As a Cloud & Fibre Wholesale Partner you'll get:

- aggregated Ethernet services;
- L2TP Broadband services;
- automated ordering portals;
- inter-connects; and
- co-location and hosting services.