

CORETX Partner Network

To be successful in today's market, technical competence just isn't enough. In order to stay ahead of competitors, businesses need to develop specialised expertise, work more closely than ever before with technology vendors and adapt their business to keep pace with the changes in the industry.

CORETX Business Partners can take advantage of our extensive IT services portfolio from Hosting & Connectivity through to Field Engineering, all of which are backed by our 100Gbps at the core carrier grade network or as we like to call it – your highway to the cloud!

WHAT'S NEW

- ▶ DEAL REGISTRATION - Protecting the channel, increasing your profitability
- ▶ MDF - Supporting your growth means supporting our growth
- ▶ PARTNER PORTAL
- ▶ CONNECTIVITY PRICING TOOL

CORETX Partner Types

Professional

Your CORETX Partner Team will work with you to develop and execute a tailored Business Partner Plan. This will cover the overall goal of the partnership, the objectives, strategies and actions required to make a success of the business relationship between our two companies. We will cover the sales, marketing, technical and commercial functions of doing business together and will define the content and level of support that CORETX will deliver.

In return for receiving enhanced discount levels on all of our products and services, our Professional Business Partners are expected to participate in joint business planning activities on an annual basis, business reviews on a quarterly basis, to provide forecasting information on a monthly basis and to close over £50,000 of new business p.a. The CORETX Partner Team are here to support you at each stage in these endeavours.

Visit our website CORETX.COM

Or call **0844 874 1000** to discuss your requirements

Executive

Your assigned Executive Sponsor will meet with you at least twice a year and will work closely with your Business Partner Team to ensure that CORETX delivers an efficient and productive service in support of your business needs. The Executive Sponsor is responsible for reviewing the tailored joint Business Partner Plan on a quarterly basis, ensuring we are on track against plan. Your Executive Sponsor is also available to help you to win large and complex deals, and to attend joint business development and marketing events.

Your dedicated Business Partner Manager will meet with you at least once a month to review business, co-ordinate activities and to provide the on-site support that you require.

Dedicated CORETX partner training sessions for both the sales and technical functions of your business, joint PR, co-marketing, lead generation, funding and support for events, preferential response times to questions and fast track support are all available to our Executive Business Partners as agreed and signed off in the Partner Business Plan.

In return for receiving the highest levels of discounts provided to our partners across all of our product range, our Executive Business Partners are expected to participate in joint business planning activities on an annual basis, business reviews on a quarterly basis, forecasting on a monthly basis and to close over £200,000 of business p.a. The CORETX Partner Team are here to support you at each stage in these endeavours.

Referral

In return for providing CORETX with qualified leads you will receive a 10% share of margin across all of our products and services on all deals closed.

Our partners are kept informed on the status of the opportunity and the CORETX Partner Team will use their expert knowledge and skills to close the business you have identified, leaving you free to prospect for additional business.

Your share of margin is paid monthly in arrears after the payment is received from the customer for the first year of the contract.

As a CORETX Referral Business Partner you will benefit from quarterly updates via our partner newsletter, invitations to partner events, service data sheets, white papers and our Partner team who will work and close the opportunities that you identify.






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CORETX Partner Types Benefits

Benefits	 PROFESSIONAL	 EXECUTIVE	 REFERRAL
Reseller discounts % of revenue from	10%	20%	
Referral % of margin for contract term			10%
Lead referrals from CORETX	✓	✓	
Partner manager	✓	✓	✓
Business plan review	✓	✓	
Executive sponsor		✓	
Technical account management		✓	
Sales & marketing collateral	✓	✓	✓
Training & certification	✓	✓	
White label & Co-branding	✓	✓	
Marketing consultations	✓	✓	
Joint PR		✓	✓
Partner portal	✓	✓	✓
Partner events	✓	✓	✓
Facilities hotdesk / meeting rooms / DC tours	✓	✓	✓
Special bid process for larger deals	✓	✓	
Deal registration	✓	✓	✓
Marketing development fund		✓	✓

CORETX helps to transform organisations through high performance technology solutions built and delivered on our own data centre and network infrastructure. People are at the centre of CORETX's business; removing barriers, enabling workflow, empowering users and utilising the opportunities presented in the new digital economy.

For more information visit: CORETX.COM

