

# OUR PARTNERS HAVE THE VALUABLE RESOURCES NEEDED TO WIN MORE OPPORTUNITIES.

 **SUPPLIER PORTFOLIO**

You can source a variety of network, cloud, security, mobility and other suppliers, without worrying about an annual quota.

 **ADVANCED SOLUTIONS**

We have specialised Business Development resources for Contact Centre, Cloud, UCaaS and Security, to assist you with adding these practises to your existing customer base.

 **PRESIDENT'S CLUB**

Earn your spot on a trip to a new destination each year with the other members of Telarus President's Club.

 **PRODUCT MATRICES**

We offer a matrix to help identify the best supplier fit for UCaaS, SD WAN, Contact Centre, Cloud, Security and International, based on your customer needs.

 **FLEXIBLE PAYMENT OPTIONS**

You can decide on an upfront payment, residual commissions, or a combination of both, that best meets your sales needs.

 **ENGINEERING SUPPORT**

Our team of engineers provide support for opportunities of all sizes by identifying the best technology and supplier fit. Together they hold a variety of certifications, including AWS, CISSP, CCNA and CCDA. They can even “white label” as your engineer on customer calls!

 **INTERNATIONAL TEAMS**

In addition to our A/NZ team, we have resources in the US, UK, and Canada.

 **ACCOUNT MANAGEMENT**

We become an extension of your support team and work directly with your customers to facilitate the following:

- adds, moves, and changes
- upsell into the base
- renewals
- market to them monthly

 **REVENUE ASSURANCE**

Through a robust Commissions and Supplier Audit process, the Tradewinds Revenue Assurance team ensures prompt and accurate payment to partners.

 **ESCALATION ASSISTANCE**

Leverage our escalation resources to resolve pre and post sales issues in a timely manner.

 **PROJECT MANAGEMENT**

For multi location and multi supplier opportunities, our team will follow up with the suppliers to ensure critical due dates are met, and update Partner and customer accordingly.

 **MARKETING COLLATERAL**

We can customize flyers with your logo and information, to send to your customers. We have the ability to customize this to your regional language!