



## Channel Programme for Affiliates & Resellers

### Partner with UKSolutions to deliver hosting and connectivity services

UKSolutions realises that different businesses have different needs from a partnership. Some want to refer business to UKSolutions, and be recognised for doing so, others would prefer to deliver hosting solutions within their portfolio as a one stop shop to their customers. Our Channel Programme offers both and has been developed to allow you to offer real value to you and your customers in a competitive market.

# UKSolutions

UKS Limited, Birmingham Road, Studley, Warwickshire B80 7BG  
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### Partnerships make us all stronger.

Joining UKS as a partner ensures ongoing strategic support of your business, increasing competitiveness and profitability. Our programmes are tiered to allow easy positioning with your business needs whilst assuring your customers' services will be well supported by an expansive portfolio and unique infrastructure.

### Introduction

Our programme takes the form of an incentive payment for referring a client to us, through to a full reseller arrangement where you handle the client relationship, billing the first line support.

### Affiliates

Agents and Brokers play an invaluable role in linking potential clients and suppliers. Though your in depth knowledge of the client's requirements, you can carefully link their expectations to our product portfolio.

For any business you refer to us we provide you with a pre-determined payment. There is no minimum commitment, or ongoing expectations, you simply need to bring one client to UKSolutions.

### Resellers

Here at UKSolutions, we make it our business to deliver an excellent hosting environment with connectivity solutions and support to create a package which clients can deploy applications and services to. Integrating this building block service adds a significant recurring revenue stream and service assurance which enhances your company's value proposition.

Our Channel Partners work with, and not against, our sales team. With our experience and access to pre-sales technical resources we are confident that the Channel programme helps you win business

### Confidentiality and Client Assurance

We want you to feel comfortable that you can share details of your potential clients with us. Each time you log an opportunity with us you can be assured that UKSolutions will respect your territory, and support you in winning that business. Your clients can also take the assurance though transparency that their service is being delivered by UKSolutions through a strong partner relationship with you.

#### The Channel Process

To join our partner programme, all we need is a signed agreement which sets out the purpose of the partnership and its expectations and also for you to provide us with a business plan and projections.

The business plan is a dynamic document which will be constantly reviewed and evolved as the market changes and new products and services become available. It also ensures you understand the UKS service portfolio and ultimately helps us better understand your business needs.

If you have an opportunity you'd like to refer to us or resell yourself then get in touch. The next step is to contact our partner team:

#### Our Channel Team

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Business Development Manager

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## Channel Programme Matrix

Partner Benefit	Affiliate	Standard Reseller	Integrator Reseller	Enterprise Reseller
Suitable for	Referral business with no ongoing commitment	Bespoke service providers and entry point resellers	Medium resellers with a proven sales record	Larger systems integrators and strategic partners
Description	<p>Frees you to concentrate on growing your business safe in the knowledge that your customers will receive the highest levels of support.</p> <ul style="list-style-type: none"> <li>▶ Must be directly contracted with end user</li> <li>▶ Earn commission simply for referring business</li> <li>▶ Commission paid for the minimum term, up to 12 months, in-line with end user payment</li> </ul>	<p>For companies that wish to add additional services to their portfolio. Partners continue to own the relationship with the end customer, including billing and first line support.</p> <p>Reseller services must be contracted between you and another end user organisation, own use or shared services are excluded.</p> <ul style="list-style-type: none"> <li>▶ Pre-sales technical support</li> <li>▶ Dedicated sales and support mechanisms</li> <li>▶ The ability to label certain services under your own brand</li> <li>▶ Support for your marketing strategy</li> <li>▶ Enhanced access through named support engineers</li> <li>▶ Dedicated account management to assist you in closing business</li> <li>▶ Mutually committed business plan</li> </ul>		
Billing and First Line support	UKSolutions	Reseller		
Pre-requisites	None	First line support team, end user different to your own company		
Initial/ongoing commitment & minimum annual recurring spend*	None	One Rack & £15,000	Five Racks & £75,000	Fifteen Racks & £250,000
Product Portfolio	Hosting, Connectivity and Support	Hosting, Connectivity and Support plus Enterprise Products		
Access to Technical Support	UKSolutions engineers can place technical support calls on your behalf utilising Smart Hands time from a support programme.			

\* To ensure our preferred pricing is reserved for our Channel Partner customers, a minimum requirement to be maintained for both services and spend directly re-sold to other end user organisations is required. Services which are for a Channel Partners own use, or those "segregated" to serve multiple customers are not eligible for Channel preferred pricing and not eligible.

### Sales Tools for Channel Partners

Our sales team is available to support Partners in a variety of ways, from simple pricing queries, assisting with network designs and product selection, to joint presentations and proposals. Partners have access to a named channel account.

### Supporting our Channel Partners

Providing high quality support to our Channel Partners is a key part of our program. Named technical resources for project support can be put in place to assist our partners in addition, once trained, we allow reseller's access to various faults diagnostic and account administration systems, enabling them to better manage their customers.

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Data Matters