

# PARTNER PROGRAMME

Your opportunity to earn highly competitive up-front and ongoing commission on a wide range of communication services.

Timico is a business-only internet service provider and one of the only companies in the UK to provide a truly converged range of solutions on one, unified bill. Our range includes fixed line and IP voice solutions, broadband connectivity, IT services, hosting and web solutions, managed homeworking and mobile services.

## An emphasis on convergence

Timico focuses on supporting business customers who want as many of their telecoms services as possible managed under one roof, supported by unparalleled customer service and account management.

Our team of more than 200 active partners may well have historically specialised in one particular area such as IT support or mobile sales, but they all have one thing in common: the desire to significantly increase their revenues by offering their customers a far wider range of services.

## Benefits for Timico partners

### Significant earnings

In addition to generous one-off product connection bonuses, we also offer a comprehensive revenue share scheme, as well as a range of further earning opportunities based on the subsequent spend behaviour of your customers.

### Earnings you can achieve include:

Service type	Max. total revenue share
IP connectivity services	Up to 19.5%
Fixed voice services	Up to 12.5%
Mobile services	Up to 14.5%



## Training

We provide a full programme of training to all of our partners to ensure they have both the knowledge and skills to successfully promote and sell Timico services. Our training sessions include one day seminars and two day 'camps' for your sales people as well as certified technical installation courses for your engineers.

## Free sales support

You may choose not to specialise in a particular product area, maybe because it's quite far removed from your core expertise. If this is the case, you don't have to miss out on the earning opportunity; you can be supported free of charge by a Timico Channel Manager who will help you create opportunities and close business. The good news is that you will earn the full up front and ongoing revenue, just as if you'd sold the service yourself.

Our experience has shown that conversion ratios jump to 1 in 2 where a sale is supported by a Timico Channel Manager, so our partners have everything to gain!

In addition to sales support, the Channel Manager is also in charge of managing your relationship with us and ensuring that you have everything you need. Channel Managers are supported by a dedicated team of customer service, provisioning, marketing, operations, finance and technical support people, all of whom are on hand to help you and your customers, whenever you need them.

## Portal

In addition to the Timico support team, partners are able to manage their customers' Timico services via a fully secure self-serve portal which offers:

- Sales models, full commercials and order forms
- An order tracking service
- Co-branded marketing materials
- Training and seminar details
- Downloadable sales support material
- Availability checkers for broadband and domain names
- Commissions and revenue tracking
- Full contact lists

For more information on joining our partner programme, contact us today on the details below.