

SOURCE Accredited Partner Overview

World Leading UK Data Centres and Networks – at your fingertips

SOURCE secure data centre environments within the World's leading facilities, such as ARK Data Centres, Digital Realty and Level 3 Communications and deliver wholesale only solutions to the XSP and IT Solution Provider markets. SOURCE Business Partners take advantage of our 1-100Gbps ultra-fast fibre-optic network, access to over 100+ Tier3+ data-centre environments and global network capability.



SOURCE
BUSINESS PARTNER
PARTNER NETWORK

- ✓ Dedicated Business Partner Manager
- ✓ Technical Support & Training
- ✓ Sales Support & Training
- ✓ Marketing
- ✓ Discounts



SOURCE
NETWORK
PARTNER NETWORK



SOURCE
COLOCATION
PARTNER NETWORK



SOURCE
INTERNET
PARTNER NETWORK

SOURCE Partner Network Overview

SOURCE Business Partner Benefits

✓ Dedicated Business Partner Manager

As a SOURCE Business Partner, you will be provided with a dedicated point of contact to consult and assist you and your teams in developing and securing business.

✓ Technical Support & Training

24/7 network support, monitoring and portal. Direct access for you and your Customers to our Network Operations Centres. Regular on-site and remote technical training and induction programmes

✓ Sales Support & Training

Regular sales team training and monthly updates. Basic overviews and technical service overviews, such as BGP and OSPF from both SOURCE and our accredited Partners, such as Level 3, ARK Data Centres, Virgin Media, Zayo and Digital Realty

✓ Marketing

SOURCE Business Partners (SBP) have access to white labelled marketing and administrative materials including data sheets, presentation collateral, infographics, white papers and commercial agreements. In addition, SOURCE support SBP's via seminars and events supported for co-branding or re-branding.

✓ Discounts

SBP's will be eligible for generous discounts across all of our services and a higher rate on specific solutions and revenue share for referral partners.



State-of-the-art air-cooled facilities



Associate SBP

This is our entry level to the SBP programme, delivering the principal features required to be successful in reselling our entire portfolio including collateral, portals, webinars and training together with discounted services.



Executive SBP

Delivering significant revenues, reviewed on a monthly basis, Executive SBPs have executive sponsors for meetings and events together with on-site support from SOURCE technical and sales teams and the highest discount levels.



Professional SBP

Our Professional SBP's work alongside our commercial teams to commit to a higher level of business forecast. Professional SBPs benefit from a dedicated Partner Manager white labelled collateral and higher discounts.



Find out about the SOURCE Business Partner Programme:

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