

Membership of the EcoSystem is the highest level of accreditation in Easynet's new Partner Programme. Entering the EcoSystem, you'll be working alongside us to provide complete solutions to Enterprises while enjoying maximum benefits.



### Enterprise Solution Partner

#### QUALIFICATION

- Profiling of Partner against existing skill base
- Completion and acceptance of Business Plan
- Training of sales and technical staff including assessment
- Dedicated Easynet Account Manager assigned by Partner
- Signed Partner Agreement

#### BENEFITS

- Dedicated internal and external Sales and Support contacts
- Individual marketing support and advice
- Access to Easynet's Partner Portal and Online Ordering system
- Access to Easynet's complete solutions portfolio

### Accredited Enterprise Solution Partner

#### OPERATIONS

- Participate in training updates – at least one session attended
- Agreed contact plan implemented

#### SALES

- Joint visits to prospects – at least five to have taken place
- Monthly pipeline completion and review – at least five to have taken place
- Easynet to have attended at least one internal sales meeting

#### MARKETING

- Easynet reference on Partners' website
- At least one co-branded marketing execution
- At least one joint end user case study in place

#### ADDITIONAL BENEFITS

- Dedicated points of contact throughout Easynet
- Opportunity to take part in Corporate Hospitality
- Access to Joint MDF (50:50 split)
- Sales team incentives available
- Access to future Product Roadmap
- Easynet Press Activity
- Easynet accreditation plaque and certificate

### EcoSystem Partner

#### STRATEGIC PLANNING

- At least one quarterly review of top 20 accounts to have taken place
- At least two examples of successful collaboration with other Easynet partners
- Miller Heiman Strategic Sales training attended and assessment taken place
- Agreed Joint capability Matrix

#### ADDITIONAL BENEFITS

- Work alongside Easynet Sales to generate joint business opportunities
- Complex bid support including financial modelling and Pre Sales assistance
- Joint new business and account development co-marketing opportunities
- Miller Heiman strategic sales training joint funded by Easynet
- Priority access to new Easynet solutions such as Local Loop Unbundling roll out plans
- Participation of the Easynet Partner Advisory Board
- Regular Strategic Planning sessions to maximise conversion rates and identify customer acquisition, cross and up-selling opportunities