



# Channel Partner Program

Simplify the management of your industry relationships by becoming a BCM One Channel Partner.

## BCM One has a unique business model.

- › We manage and operate our own nationwide network with a Network Operations Center (NOC)
- › We offer our own value added managed services
- › We offer you solutions from over 50 leading technology suppliers, or we like to refer them as technology partners

Quality over Quantity matters at BCM One. We do not on board hundreds of partners at a time and we do not develop hundreds of relationships with suppliers. We pick the best of the best in both areas. This makes your value proposition to your clients/end users unique in that you are a “true advocate” for them and a true technology advisor for them. Partnering with BCM One allows you to give the best options to your customers all with one provider/vendor...**BCM One.**

BCM One Channel Partners truly become an extension of the BCM One family.

## Engineering Expertise

As a BCM One Channel Partner, our engineering expertise and subject matter experts are at your disposal. Our team can work with you to design custom solutions for your customers by integrating all of our technologies into one valuable solution. You are able to utilize our team for conference call and onsite meetings. Our engineers have various certifications from Cisco and Microsoft that are invaluable when developing integrated technology solutions.

## Sales & Marketing Support

We empower you with knowledge. We offer continuous sales training for all of our solutions with webinars and onsite training from selective technology partners. We offer sales spiffs and promotions throughout the year as an added incentive. Our corporate marketing department can develop cobranding collateral, email campaigns and events to help drive your sales funnel. Last, but not least, we offer one of the most exclusive President’s Circle programs in the industry.

## Channel Support

We offer an online partner portal and billing portal for your convenience. A dedicated channel manager and sales support team will be assigned to you to ensure you get the attention you need to be responsive to customer deals. Regular targeted events are planned throughout the year, giving you the opportunity to invite your customers to experience thought leadership topics, educating them on industry trends. In turn, you bring value to your relationships.

## Solutions We Offer

- › Intelligent Cloud Solutions
- › Microsoft Office 365, Skype for Business & Azure
- › Microsoft Professional Services
- › Unified Communications
- › Technology Expense Optimization
- › Managed Network Monitoring & Management
- › Managed Connectivity
- › POTS in a Box
- › SD-WAN
- › SIP Trunking

*The BCM One Fast Track team is extremely responsive to my many requests. I'm assigned a rep to work with on pricing, proposals, contracts, provisioning and billing. My overall partner experience with the BCM One FAST Track team is first rate and has elevated the client experience. With this said, many of my clients, continue to add services using BCM One based on their history of successful and timely installs.*

*Jaime Fishkin from JEM Tel, a BCM One Channel Partner*