

PARTNERSHIP OPPORTUNITIES

We Help You Grow Your Business

Whether you are a small or a large business, GCOMM can assist you in attracting and retaining new customers through our comprehensive product suite, exceptional customer service and our wealth of industry experience.

You can distinguish your business by partnering with a trusted infrastructure provider who can enhance your existing portfolio to meet your customer's requirements head on. We offer innovative solutions coupled with expertise, excellent service management and a nation-wide network.





Looking To Partner For Success?

About GCOMM

Specialising in the delivery of managed, enterprise-grade IT services to medium and large sized enterprises with multiple locations, GCOMM is a multi-award winning technology company headquartered in Queensland, Australia. Established in 1996, GCOMM is highly experienced in the IT industry, with a proven track record of outstanding service and long-term customer relationships.

Our support to our partners – wholesale and resellers – is hard to match. We have skilled, dedicated professionals to help you achieve success, whether you want to sell nationally or create a comfortable niche in your local market. There are only a few other companies in Australia that are capable of creating a similar competitive partner offering by providing comprehensive product, exceptional customer support and customised solutions with our broad industry experience.

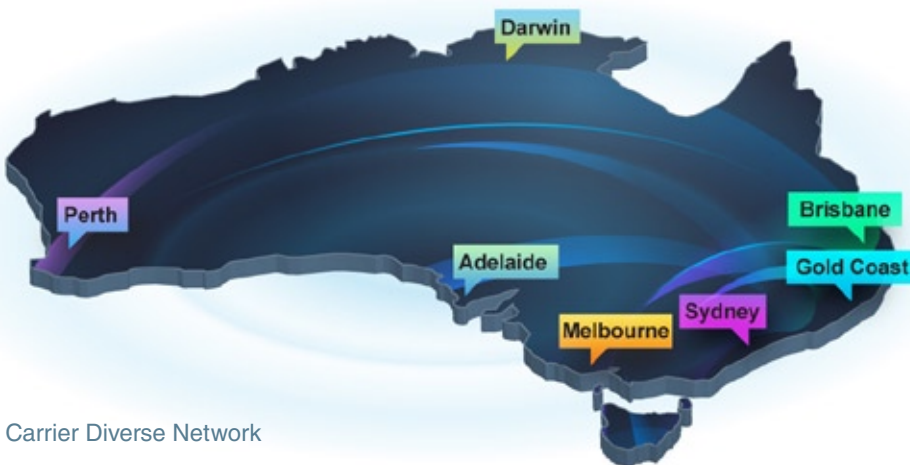
Partner Profile

1. You are a systems integrator wanting to diversify your products.
2. Your customers trust you to recommend the right solution for their business.
3. You want a recurring revenue stream, with recurring profits.
4. You need a partner that is flexible and technically capable.

Looking to Partner for Success?

Whether you are looking to differentiate your offering with the most forward-looking services or strike a balance between investment and service delivery levels, we make sure our solutions are working for you. We offer services that fit your customers' needs, whether they need turnkey solutions or a fully customized approach for Private Networks, Internet, Voice, Colocation and Backup. Depending on your own business size, the investments you've made in infrastructure and the scope of your products – you can partner with GCOMM to offer some or all of our services complimentary to your own. GCOMM's flexibility in providing a wide array of products and services gives you scalability, immediately.

GCOMM is 100% committed to partnerships over and above direct business. We are always there for you to share our knowledge, experience and values to ensure success together.



Carrier Diverse Network

ACCESS NETWORK: Telstra Wholesale, AAPT/PowerTel, Optus/Uecomm, Nextgen, BigAir, iiNet, XYZed, Polyfone, Amcom, Soul

INTERNET NETWORK: Vocus, AAPT, Soul, PIPE Peering

Let Your Business Reach New Markets

Throughout the years, we've built a solid foundation as our offering - a resilient, reliable, aggregated MPLS network that connects our data centre points-of-presence across Australia. This infrastructure lies at the core of our offering, it enables our vast network reach and broad service offering.

GCOMM's product suite has been created to provide our partners with a simple, flexible, scalable and first class product for all MPLSWAN, Internet, Colocation and Managed Network Services.

We are focused on delivering solutions that are simple for our partners to sell, support, monitor and create profit.

 For more information call: **1300 221 115** or visit gcomm.com.au

Grassroots IT

Grassroots IT have worked with GCOMM for over the past 12 months on a range of different projects. At all times we have found them to be professional and efficient, and generally excellent to deal with. GCOMM offer a compelling range of services and have consistently demonstrated their commitment to the partner channel, and to ensuring the highest level of service delivery for their clients. GCOMM services are rapidly becoming an indispensable part of the Grassroots IT portfolio. – *Ben Love, Grassroots IT*

Wholesale PROGRAM

While labelling of our data and IP services is available. With our Wholesale program you can rebrand the service as your own while keeping control of your customers – from marketing to pricing – as well as receiving comprehensive support from GCOMM as your partner.



Reseller PROGRAM

Acting as an Agent for GCOMM's services means you still benefit by referring business our way. We ensure your customer gets the very best solution. You get paid a recurring commission every month for the life of the contract.

PRODUCT OFFERING

GCOMM has a wide array of product and services available.

Connectivity. An Australia-wide carrier-diverse MPLS network that enables you to share data simply and securely, offers a wide range of broadband connectivity with national coverage and a large number of interconnections and failovers.

Internet. GCOMM Internet is our high-speed, premium grade, redundant, highly reliable Internet access. GCOMM Internet offers premium connectivity to the largest international gateways with flexible traffic plans.

Security. GCOMM Security protects your network and data from external attacks. By combining e-mail server protection, firewalling services, antivirus and managed routers services, your business will experience minimum downtime, resulting in increased network efficiency and business productivity.

Hosting. GCOMM Hosting offers secure data centre facilities where web servers or IT infrastructure can be deployed. In addition to the best-of-breed technology, our hosting facilities offer high physical security. Our hosting points of presence in Sydney, Melbourne, Brisbane, Perth and the Gold Coast offer solutions from 1RU to multiple racks.

Voice. GCOMM Voice allows for voice calls to be made over IP network using business-grade connectivity to achieve significant cost savings without compromising call quality. Making outbound calls via GCOMM Voice considerably reduces your call costs.

Backup. GCOMM Backup is a LAN-speed data backup and restore service. All your data is backed up to one onsite vault and two data centre vaults located in geographically redundant data centres in Sydney and Brisbane.

Managed Services. Gyroscope WAN Managed Services helps improve performance and availability of mission-critical applications, protects business processes and assets, and keeps the network – and your clients' businesses – up and running.

Network Assistant. Remote monitoring and management software platform that provides IT managers various software tools which enable them to gain complete insight into the business' WAN.



For more information call: 1300 221 115 or visit gcomm.com.au



Mastertech has been using GCOMM as a partner for the past 9 months. They found a solution for one of my key clients when no one else could deliver the bandwidth and connected all of the branch sites into a secure managed service. With 10 branches, the underlying infrastructure is now completely sorted. GCOMM have great account management, fast and knowledgeable support and even followed me up to ensure I invoiced them so I got paid.

- Matthew Hutchins, Director

10 REASONS TO PARTNER WITH GCOMM

- 1 100% partner-friendly. We will never compete with our own channel
- 2 GCOMM performs service qualification and network design on your behalf
- 3 GCOMM provides Pricing with Options
- 4 Long history of reliable partnerships across Australia
- 5 Nation-wide reach, local network presence in major wholesale markets
- 6 Innovative product offering, boutique solution design
- 7 Lower cost, higher margins
- 8 Deep understanding of the IT industry
- 9 Systems Integration expertise
- 10 Peace of Mind support

Why Partner with GCOMM?

GCOMM has a history of successfully partnering with large systems integrators as well as IT professionals that have created "lifestyle businesses" for themselves. Right now, we have over 50 partners across Australia and growing. These partners – small IT companies through to large systems integrators alike – have chosen GCOMM over our bigger competitors because we offer a deep understanding of their business, true expertise and a lasting partnership.

We have account managers who have a hands on understanding of the IT industry and your business' needs. Our account managers and support team are industry leading with in-depth knowledge of WAN and LAN environments.

Our team is there to make you look good: when you need a proposal completed urgently, we will turn it around on your behalf, giving you the best opportunity of winning the business. We understand your customers are highly demanding, so we are always there for you, to help you in all aspects of your business.



Peace of Mind Support Guaranteed

We're also committed to offering outstanding sales, technical and marketing support to all our partners, large and small. As well as having your own dedicated account manager, you will have access to a team of highly experienced systems engineers and service delivery managers. We eliminate the headache of having to negotiate multiple service agreements with multiple carriers, as we integrate all carriers' operating and billing platforms to provide you with a single solution.

 For more information call: 1300 221 115 or visit gcomm.com.au



Address

Ground Floor, Gateway Building,
50 Appel Street, Surfers Paradise,
Queensland, Australia
FAX 1300 221 116

Phone 1300 221 115

www.gcomm.com.au

For Sales Enquiries please email
sales@gcomm.com.au

Learn More

To find out more about how
GCOMM wholesale products
can benefit your business, visit
www.gcomm.com.au/channel-partners