



creating new **opportunities** and boosting sales for our Channel Partners...



Benefits of Partnering with Abtec... delivering high quality future proof and efficient end to end solutions for your customer base

"Many IT Telecoms companies can benefit from an increased portfolio of products and services. Working with Abtec provides the path to a full solution."

At Abtec we offer an extensive range of solutions and technologies. We provide a high quality, future proof and effective end-to-end solution for your customer base.

We work with our Channel Partners to help identify new technologies designed to resolve customers business issues and improve efficiency.

We endeavour to build long term working relationships with our Partners and aspire to being viewed as a valuable extension to their existing portfolio and workforce.

Partners benefit from:

- Access to a wide pool of expertise and extended product portfolio
- Utilisation of Abtec's broad technical skill base and expertise
- Significant investment savings in additional skills and technology
- Enhanced customer base protection
- Ability to fund larger projects enabling positive cash flow
- Generating recurring revenue utilising Abtec carrier service and support portfolio
- Design and delivery of new projects in partnership with Abtec pre-sales and technical services teams
- Mitigation of commercial risk



Our Proposition...

Our Partner Services proposition offers Channel Partners the opportunity to increase revenues by working with Abtec on a wide range of services.



For some, access to a wide range of cutting edge technologies without the need for upfront investment in time, skills and processes is key. For others, the partnership may be based on utilisation of, for example, ad-hoc Cisco skills which do not warrant investment in a full time accredited member of staff.

However, for all of our partners, a key driver is to boost sales. Working with Abtec allows our partners to increase sales of new and different solutions into their customer base, whilst maintaining a lower cost/ lower risk model and retaining customer loyalty.



Channel Partner Solutions:

Carrier Services

- Internet Access
- WAN
- Voice and Mobility

Server Infrastructure

- Servers and Storage
- Virtualisation Technologies
- Software

Wireless

- Survey and Implementation
- Real Time Location Services

Voice and Video

- Telephony
- Unified Communications
- Video Conferencing

Support Services

- Project Management
- Professional Services
- Maintenance and Support

White Label Services

Our Channel Partners can benefit from the use of our accredited engineers to supplement their own resources for design, implementation, maintenance and support.

All levels of engineering are available, with the option of single or multiple day rates.

Abtec engineer accreditation and expertise includes

- Cisco
- Mitel / Intertel
- Siemens Enterprise Communications
- Watchguard
- Lifesize
- Enteresys Wireless
- VMware VCP
- Hitachi Data Systems

Abtec offer flexible service cover including 24/7/365. Our maintenance can be tailored to Partner's specific requirements.

Established in 1991, Abtec has rapidly earned a reputation for delivering **innovative**, **cost efficient** and **robust** technology solutions.

Operating from our state of the art, energy efficient headquarters in the Midlands, we specialise in **Business Communications**, **Building Technologies** and **Channel Partner Services** across the UK and Europe.



Barents House
Compass Point
Market Harborough
Leicestershire
LE16 9HW

tel: 01858 438500
fax: 01858 438501
email: enquiry@abtecps.com

www.abtecps.com

