



# Become a channel partner



Selling cloud services should not be difficult. With over 15 years of industry-leading experience empowering partners across the UK, we believe that it should be easy to add secure, scalable, and compliant infrastructure solutions to your portfolio.

## Benefits & requirements



### Flexible solutions

We provide tailored solutions, unique to you and your customers. We don't operate a 'one size fits all' approach.



### Selling support

As a partner, you can lean on us to help sell cloud services directly to your customers.



### Best in market price

As a Veeam Platinum Partner and **Veeam Cloud Partner of the Year 2022**, you can have confidence in getting the best in market price.



### Co-branded content

Leverage our Marketing department to provide co-branded marketing and product sheets for you to share with your customers.



### Simple billing

We operate a simple to understand billing model (either per Terabyte/per User).



### Transparent communication

Everything we do is open book and can easily be accessed via your dedicated Account Manager.

## How to become a partner

1

Initial contact is made when customers/prospective partners fill out our dedicated form at [ct.co.uk/become-a-partner](https://ct.co.uk/become-a-partner)

2

The customer then receives an automated e-mail acknowledging their request to become a partner.

3

Once we receive this request, a member of our dedicated team gives them a call and talks through their requirements and goals.

- No forms
- No minimum partner level required
- Must have a willingness & ambition to sell our cloud services

