



Pacnet Partner Program

The Pacnet Partner Program is designed for systems integrators, technology consultants, managed service providers and dealers who want to deliver superior communication solutions to their customers.

We can help you:

- Build your business and increase your revenue streams
- Build your capability
- Deliver business-grade internet services, hosting and voice solutions designed specifically for the small to medium business market.

There are no up-front costs to join our Partner Program and there are no volume commitments. To be promoted through our Program tiers and to gain access to a range of additional benefits and opportunities you will need to achieve revenue targets.

Each year our Partner Program is reviewed and improved by both our Partners and Senior Management team. By doing this we ensure that we always deliver a Program that leads the competition and meets your ever changing needs.

PARTNER TIERS




Pacnet assign each Partner a tiering classification which determines the range of services a Partner is entitled to. Partners are classified to a Program tier based upon their annual revenue achievements.

The Pacnet Partner Program offers four levels of tiering:

	Annual New Services Revenue Target*	Recurring Monthly Customer Spend*
Pacnet Partner	\$500	-
Phoenix	\$500	\$2,000
Tiger	\$2,000	\$10,000
Dragon	\$6,000	\$20,000

* Figures correct for 2011

INDIVIDUAL TIER BENEFITS

	 Phoenix	 Tiger	 Dragon
Prioritised technical support	●	●	●
Marketing Development Fund	\$1,000	\$2,500	\$5,000
Bonus schemes with cash rewards	●	●	●
Induction, sales and product training	●	●	●
Dedicated Partner Manager	Phone based	Face to face	Face to face
25% discount off main office Internet connection [#]		●	●
Access to Corporate Voice rates		●	●
Crystal trophy			●
Preferred Partner listing on Pacnet website			●
Discounted rates for employee home connections			●
CEO lunch with Pacnet's CEO and senior management			●

[#] Conditions apply, please contact us for details.

THE BENEFITS OF BEING A PACNET PARTNER

Generous Commission

We offer attractive remunerations, paying both a finder's fee and monthly commission for both voice and data products. The commission rate is 10% for business data services including DSL, SHDSL, leased lines, fibre, co-location and hardware management and 5% for voice services based on monthly call charges.

24x7 Technical Support

Partners have unlimited priority access to a team of technical professionals dedicated to channel customer management. They provide 24x7 support for both pre and post sales.

Dedicated Account Manager

Our dedicated Account Managers provide a single point of contact for all sales and provisioning queries and also help prepare technical specifications and quotes. Account Managers help you accomplish your goals quickly and efficiently.

Marketing Development Fund

Partners work closely with Pacnet's marketing specialists to deliver effective campaigns that meet the needs of your business. Many of our Partners do not have dedicated marketing resources so our MDF is invaluable for providing funding and resources. MDF is provided on a discretionary basis upon approval of a marketing plan.

Partner Promotions

We run a range of promotions that focus on our different products. By achieving specific sales targets, successful Partners can enjoy cash bonuses or choose from a selection of great prizes.

Partner Communications

Stay in the loop by reading our latest news, product updates, events, special incentive offers and Program enhancements with our newsletters and e-bulletins.

Training

We hold regular training events to help you sharpen your skills. With sessions held in each of our office locations, plus webcasting, we will have a session that is perfect for you. Whether you need an introduction to our company, in-depth product training or to further develop your sales expertise, we have it covered.

Networking Opportunities

Build your business contacts and meet like-minded people at our social events. We regularly hold briefings with attendance by our Senior Management. We also wrap up the year with a great party to show our appreciation to the year's winners at the Pacnet Partner Excellence Awards.

BECOME A PACNET PARTNER

As a Pacnet Partner you immediately start to earn sales commissions and have access to a Dedicated Account Manager who will help you maximise the Program's benefits.

To apply visit www.au.pacnet.com/partner-program.

As a Partner you will need to:

- Sign a Partner Agreement
- Sell Pacnet solutions
- Attend an induction training session

If you have an immediate opportunity we are more than happy to assist you in putting together a proposal and quotation.

COMMITTED TO YOUR SUCCESS

We understand the value of strong partnerships and have made a commitment to building a thriving Partner network over many years. We hope that you will enjoy the many benefits that come from being a Pacnet Partner. If you have any questions or suggestions, please contact us. We look forward to working with you, to help you grow your business with Pacnet.

CONTACT US