

The Channel

The Vaioni Partner programme is made up of dealers, sales agents, resellers and carriers. The program is designed for any type of individual or Comms Business wishing to expand its services and solutions and increase revenue and profit.

Vaioni is the UK's largest Aggregator of Ethernet Services and is also one of the few providers who have a true global reach through 100's of Telco Carriers delivering Ethernet and Next Generation Services, making Vaioni a market leader in Ethernet delivery.

Other marketing leading services from Vaioni include our Hosted VoIP Platform - Clear Voice built on Broadsoft, Managed Security Services and Unified Threat Management through FortiNet, an aggregated broadband platform made up of BT and O2, Hosted Exchange using Microsoft Exchange 2007, collocation facilities across most of the major UK and international datacentres and Managed Remote Backup Service.

We manage hundreds of Ethernet services and solutions for some of the largest corporate and household named businesses such as, BBC, NHS, Virgin Racing, ESPA, Western Union, MTI Technology, TakeTwo International, Russell Hobbs, Post Office and Medina Dairies. We work across all vertical markets including the Finance Sector, Manufacturing, Media, Accountancy, Law and Technology.

Our Channel Partners are equipped with a very powerful resource of services and solutions backed with a strong sales team and extraordinary support team. The financial benefit to your business is incomparable because you are buying from a carrier provider with a strong bulk buying trend as apposed to a reseller or "middle man" where profits are lost along the selling process.

We will help you win business every time that's why our Channel Partners pick Vaioni over any other ethernet provider.

This is Vaioni and this is what makes us extraordinary in our industry.

Some of the reasons why our hundreds of resellers choose Vaioni:

- The UK's largest Next Generation Aggregated Ethernet Provider.
- Full Tier 2 ISP with AS35575 and fully RIPE registered.
- Carrier Ethernet backbone which is generally only found in the likes of BT, Virgin Media and C&W.
- Excellent Channel program for dealers, resellers and wholesale customers.
- Massive discount structure.
- Huge Global reach through 100's of Global Telco Carriers.
- Full sales, presales and technical support.
- Reseller of Year Finalist 2007, ISP of the Year Nominee 2010 and Most Innovative Channel Service finalist 2010.
- Excellent reference sites and verbal reference sites on demand.
- Best SLA and price-point guarantee.
- Cutting Edge NGN delivery of services and solutions.
- Best of breed Cisco and FortiGate technologies used.
- Still servicing our first customer, with a long list of blue chip customers – click [here](#).

What type of partner are you?

Dealer / Sales Agents

A dealer / sales agent is typically a one-man operation, but can be any size of operation. The aim of the dealer / SA irrespective of size is to have no sales, support, admin or billing headache. Instead you refer the customer to Vaioni and enjoy a 100% reoccurring commission payment throughout the contract period. On top of this benefit you have a buy price from Vaioni which is exclusive to you and you sell it at your own RRP to your customer. You remain in full control on how the deal is constructed and charged out to the end customer resulting in no loss of profit to you. You have full access to the Vaioni portfolio, its staff and support to help win business and with no monitory criteria to meet. It really is this simple. The customer then is contracted and owned by Vaioni. We will ensure account management, service delivery; support and billing are all handled in the same high quality way as with all of our existing customers.

Commission structure

With probably the most competitive buy prices in the UK, you will be instantly in a top position to close your deal. Sell it at your RRP and benefit from a fat cheque for each contracted year. Simple.

Account management

As with any customer, the ability to contact someone who will take care of your needs and has the knowledge to answer your questions is vital. Vaioni ensures you receive this attention to detail on every opportunity.

Sales and marketing support

Vaioni provides whitelabelled marketing information for you to use on every product. You can access the marketing material from the Vaioni portal.

Commitments

There are none!!! We just ask you to generate as much business as you are capable of.

Reseller

Resellers come to Vaioni to look not for only additional revenue based services, but for expertise where they require it. We set ourselves high standards and each Vaioni member is an expert in their own field. So if you are looking to simply resell Vaioni broadband to generate healthy revenues or whether you are working on a converged Ethernet Solutions incorporating MPLS, Voice and security, Vaioni can offer the consultancy, project management and provisioning process on your behalf and be completely transparent to your customer.

Resellers will be responsible in managing the account from start to finish and will include at least 1st line support. In return Vaioni will offer a discounted pricing matrix for every single service you buy. Vaioni will bill resellers based on a single invoice every month aligned with all purchased services and in turn you bill your end customer. We can if needed bill your customer on your behalf based on the figures you stipulate. You are still responsible for supporting the customer and owning the customer.

Wholesale Partner

Wholesale partners employ Vaioni where technical expertise exists within the organisation and where you require direct access to Vaioni's extensive backbone and wholesale services. Wholesale Partners will resell more complex revenue making services and solutions like L2TP, MPLS, Wholesale Ethernet, Global

Connectivity, Transit and alike. A wholesale partner will also have their own ISP backbone of some shape and will most likely interconnect with Vaioni at 100mb or 1GB, where services are delivered over VLAN's or QinQ. In return you will benefit from wholesale pricing and will be able to deliver your very own services and have access to a very powerful services platform. Vaioni will bill wholesale partners based on a single invoice every month aligned with all purchased services.

Carrier

Carriers are very specialist and will only require Layer 1 & 2 services from Vaioni. With an extensive UK network, Vaioni help global carriers get further reach competitively into the UK market. Vaioni will bill carriers based on a single invoice every month aligned with all purchased services.

Commission structure

Get a price that is going to be the most competitive in the UK from Vaioni, add your margin, sell it and wait for it close. Then receive recurring revenue of the difference Everytime.

Account management

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See our products and services at www.vaioni.com.