



Business

powered by **MORE**

PARTNER WITH US MORE SOLUTIONS, MORE SUPPORT

Your clients count on you to provide essential expertise so they can focus on growing their business. EATEL Business equips you and your clients with business class cloud and data center solutions so you can make your clients **BULLET-PROOF**.

Proven Commercial Grade Solutions

With **real experience** in cloud backup, disaster recovery, cloud hosting, and data center services, EATEL Business helps companies meet their increasing need to access, protect and store data securely. EATEL Business's rich suite of data protection and availability solutions are commercial grade, providing more protection for your business.

Dependable Partner Support

EATEL Business's Partner Program is specifically designed to develop, **grow and support your business**. As a member of EATEL Business Partner Program, you can take these cloud and backup solutions to market in a way that fits your business and your clients' needs.

Innovation and Commitment

EATEL Business is committed to our partner solution providers. We focus on providing your customers with **industry leading solutions**, while being committed to your growth and profitability.

Partner Program Benefits

Key benefits of a partnership with EATEL Business, the leader in cloud, telecom, and data center services, include:

MULTIPLE REVENUE OPPORTUNITIES

Enjoy recurring revenue when you offer EATEL Business solutions to your customers. Impact your profitability by adding new product lines with minimal upfront investment.

MARKETING AND SALES SUPPORT

Develop your sales pipeline by leveraging a variety of resources, including our comprehensive partner portal, opportunity registration and demand generation resources.

PARTNER SUPPORT

Drive business and achieve mutual success. Our comprehensive partner management support assists with sales and technical needs to help close business.

COMMUNICATION

Interactive, open and frequent communications with our partner, sales and marketing resources ensure that partners have a clear understanding of the market opportunity.

CLEAR ENGAGEMENT GUIDELINES

EATEL Business is committed to providing you, our valued business partner, with clear guidelines on how to work together.

TRAINING

An ongoing variety of face-to-face and online training resources help partners understand how to market, sell and support the EATEL Business offering.

Partner Program Features

REFERRAL STRATEGIC

PARTNER PROVIDED ASSISTANCE

EATEL Business Welcome Kit	•	•
Partner Portal Access	•	•
Named Channel Management Resource		•
Sales Engineering Support		•
Free Trial	•	•

SALES ENABLEMENT

Promotions and Contests		•
Competitive Research Information		•
Lead Registration	•	•

MARKETING PROGRAMS & SUPPORT

Joint Webinars		
Co-Branded Soft Copy Brochures		•
Co-Branded Marketing Campaigns	•	•
Joint Press Release		•

TRAINING AND EDUCATION

On-Demand Sales and Technical Training		•
Web-Based Sales and Technical Training		•
Onsite Sales Training	•	•

TECHNICAL SUPPORT

24x7 Technical Support		•
Online Resource Portal		•
Telco services	•	

TECHNICAL SUPPORT

Telco services	•	
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Partner Levels

EATEL Business offers partner programs for a variety of participation levels. Whichever program level you choose, EATEL Business will work with you to develop both revenue opportunities and secure new business.

Strategic Partner

The Strategic Partner Program is ideal for solution providers, MSP's, and IT and backend infrastructure consultants whose offerings span a broad range of solutions. This program allows for recurring revenue streams while increasing your offerings. This program also features extensive training, sales resources, and branded marketing collateral.

Referral

No commitment, no pressure. EATEL Business does all the heavy lifting. With no up-front investment or costs to participate, this program allows you to earn a onetime referral dividend for every new EATEL Business customer you refer.

Simply complete our online partner inquiry form at: EATELBUSINESS.COM

Helping Your Customers

EATEL BUSINESS is a Louisiana-based provider of data solutions, telecom services, and managed IT. What sets EATEL Business apart is high quality of service and its position as both a telecom services provider as well as an IT partner. The family-owned company is more than 80 years old, has established hundreds of miles of fiber network, and operates three data centers in Louisiana. Two data centers are located in Baton Rouge and a Tier III concurrently maintainable, data center in Shreveport.

FOR MORE INFORMATION ABOUT EATEL BUSINESS AND ITS INDUSTRY-LEADING OFFERINGS, PLEASE VISIT WWW.EATELBUSINESS.COM.

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