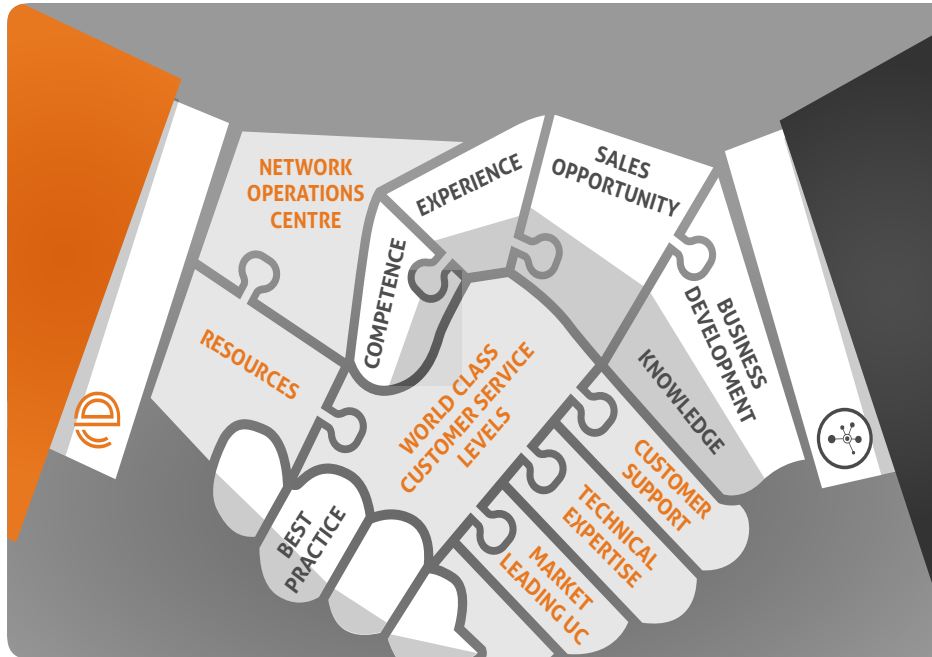


UCC Accreditation Programme

Deliver customer solutions and services that matter



In a crowded market there is a tendency for service providers to follow the path they know, hoping for differentiation.

Engaging in a partnership with Exponential-e will give you access to the strengths and benefits of a service provider known for delivering market leading solutions. Combine that with a training programme for Sales, Presales, Provisioning and Support and you will have a unique market-leading portfolio on a platform that simply works, enabling your organisation to drive revenue growth with solutions that meet your customers business needs.

Deliver the solutions your customers want in a way that suits you.

The Collaborate programme allows you to deliver the solutions your customers want, in a way that suits you. Leveraging the experience we have gained from the network up, you can create a credible proposition within the marketplace based on a leading platform and class leading solution.

Enable your business with Partner Training and Accreditation

Gain advanced understanding of UCC sales, technical and service delivery functions to sell, design, provision and support customer solutions. This highly valuable training programme boosts your business, to become proficient and efficient in UCC business development.

WHAT WILL YOU GET?

- Comprehensive training package for sales, presales and post sales teams.
- Improved knowledge and skills to sell UC.
- Equip presales with the tools to design the right solution for your customer.
- The expertise to enable self provisioning of your customers solution.
- The skills to provide support to your customers.

WHAT WILL YOU BE ABLE TO DO AFTER THE TRAINING?

- Sell integrated solutions.
- Design, deliver and manage these solutions.
- Provide ongoing development and enhancements to your customers.
- Manage and control all MAC's.

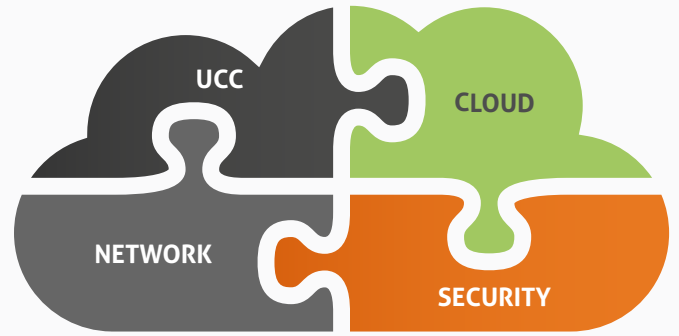


Choose a partner that you can collaborate with

By working closely with us, you gain access to training, resources, tools, guidance and additional benefits. Complete technical commercial and operational support helps to amplify the areas of strength, and develop where there is room for improvement.

Utilise leading services as part of your business.

- **Our Network** provides business-only high performance connectivity.
- **UC Service** a full collaboration suite to future-proof you and your customer's business.
- **Service & Support** provides guidance through customer implementation.
- **A leading service provider** delivers the pedigree of a trusted market leader.



BENEFITS

Completing the accreditation program provides increased:

- sales from a skilled sales force.
- customer engagement.
- cost efficiencies.
- control of service delivery.
- solution expertise in your business.
- technical capability.

Exponential-e Unified Communications

Developing your relationship with Exponential-e will help your business establish and grow its position in the UCC marketplace. Your partnership is underpinned by leading Voice and UCC solutions.

Our services are underpinned by our own 100GigE secure, super-fast Network, flexible and resilient Cloud and Voice infrastructure and world-class Managed IT Services. Development, Services and Support are all managed by our own highly skilled engineers. An end-to-end Exponential-e managed solution lets you decide how you grow your business.

About Exponential-e

Innovation is at the core of Exponential-e, and has been since our inception in 2002. We wholly own our super-fast Network, and our fusion of complementary technologies - a carrier-class Network and Cloud infrastructure - means we can deliver enterprise applications at wire speed for a superior end-user experience. We deliver scalable, dynamic and bespoke solutions.



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Visit the website
www.exponential-e.com

