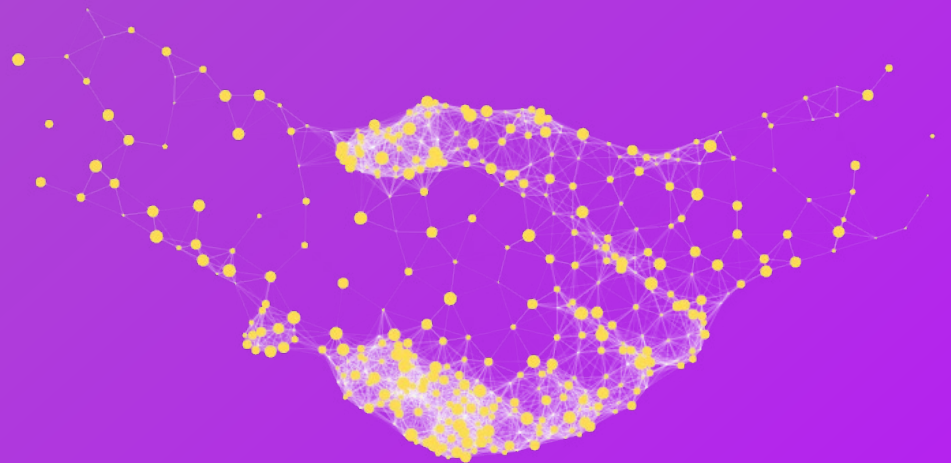


iomart

PARTNERS

OUR PARTNER PROGRAMME





Partnering with iomart

iomart's partner programme provides access to a comprehensive range of managed services designed for organisations that want to embrace the cloud.

For over two decades we have been successfully working with our partners to grow revenues and win new business.

The diversity of the products and services offered by iomart allows our partners to complement and expand their portfolios enabling them to deliver relevant, secure and competitive end-to-end cloud services to their customers.

We support our partners through the entire sales lifecycle ensuring that our partners can build on existing relationships to fully participate in their customers' transformation plans.



We deliver what your customers want:

- Full support for a cloud first approach
- OPEX model - no capital investment required
- Solutions that can grow and change with requirements
- Delivered to strict SLAs
- Fully managed 24/7 support

Partnering with iomart gives you access to a comprehensive fully managed cloud service portfolio which we support through a suite of marketing tools, enabling you to stand out and compete in the marketplace.

No matter what size your business is, we work with you to build a strong strategic partnership that helps you succeed and win new customers.

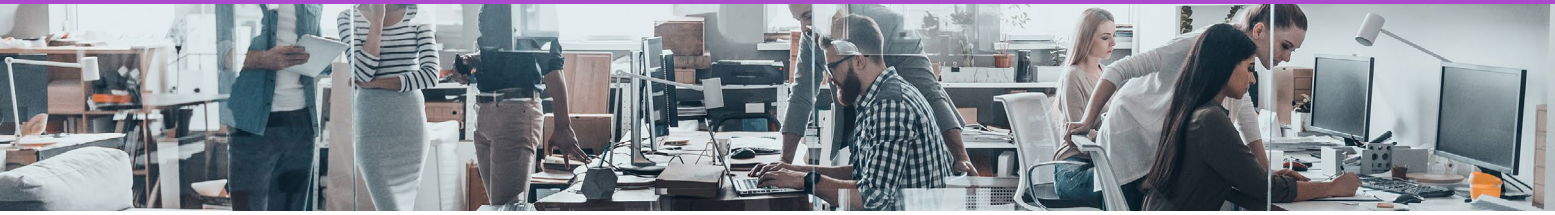
JOIN THE IOMART PARTNER PROGRAMME TODAY TO START REAPING THE REWARDS.
Together we will grow your business.



"Most of our customers are looking for hybrid solutions because they don't have the in-house expertise to manage cloud. With iomart behind us, we can meet their expectations"

- CommPoint IT





Foundations of Success

iomart is a very successful publicly listed company (IOM: AIM) and is committed to long term investment in our services, infrastructure, network and people, to help drive both your and our future growth.

Our partnerships are based on trust, mutual expertise and the creation of strong relationships - all key to driving long term revenue.

We work with the world's leading tier 1 vendors to deliver the latest services to our partners. There is no one size fits all, so these world class partnerships allow you to offer your customers the choice of the widest range of cloud services. The end result is that you deliver the service that best fits their requirements.

iomart has a breadth of knowledge and expertise that is backed up by an array of industry accreditations and certifications. We are regularly audited and certified by external bodies to ensure we are always operating to the latest and most relevant industry standards. This delivers peace of mind to your customers and allows you to leverage our accreditations to drive more business.



"The credibility that comes from working with a partner that has the requisite security accreditations and financial stability, means that our clients can be sure we are with them for the long term"

- MMR IT



Partner Benefits



There are many benefits to being an iomart partner.

- Profitability

iomart works with you to boost your revenue, break in to new revenue streams and win new business.

- Competitive Pricing Model

Our scale and our commercial relationship with our strategic suppliers means our competitive pricing can be passed on to you and your customers.

- Service Level Agreements

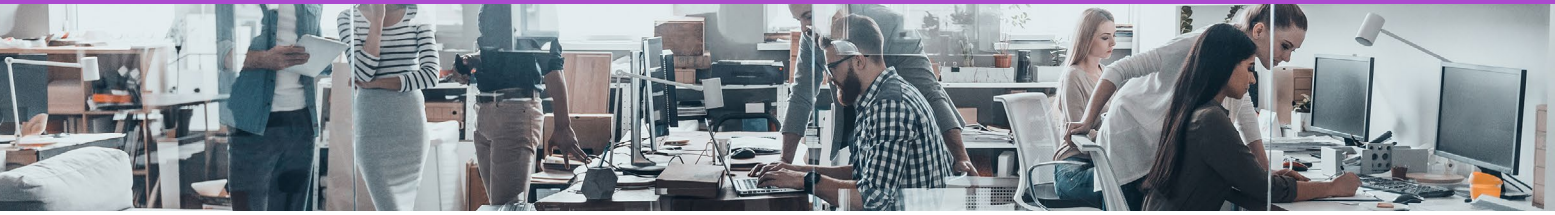
Our end-to-end SLAs guarantee the reliability and performance of our solutions.

- Security

Security is baked in to all our cloud services.

- Recurring Revenue

Drive recurring revenue through our comprehensive, fully managed cloud service portfolio.



Partner Benefits

- Marketing Support

Our partners have access to a suite of pre-built marketing campaigns that can be co-branded to help you send campaigns to your own customer base and prospects with ease.

- Dedicated Partner Team

An iomart partner account team supports you through the full sales cycle, helping you to understand our products and services, and works with you to create a successful plan that delivers for you and supports your customers.

- 24/7/365 Managed Service Desk

Our partners have access to iomart's 24/7 service desk. Our team consists of 1st, 2nd and 3rd line engineers who will monitor your customers' cloud services proactively and notify you in the event of an issue.



"iomart's infrastructure in the UK is second to none. They've built a bespoke cloud and security offering that delivers exceptional value for our customers"

- NVT Group



Become an iomart Partner Today

Help your customers on their journey to the cloud and become an iomart partner today.

Secure your future and grow your revenue by selling the most comprehensive cloud portfolio delivered by the expertise and support of the UK's leading cloud provider.

"The fact that iomart has financial stability and continues to invest heavily in its infrastructure and network is not only reassuring to us, but also to our customers"

- EXEL Computer Systems PLC



We are looking forward to working with you.