



## VERTEL PARTNER BENEFITS

AT VERTEL WE PRIDE OURSELVES ON BEING FLEXIBLE; OUR INVOLVEMENT WITH EACH PARTNER DIFFERS DEPENDING ON YOUR SERVICES AND THE LEVEL OF JOINT INVESTMENT YOU WANT TO COMMIT TO.

Entering into a partnership agreement with Vertel will provide you and your business many benefits, a few of which we have outlined below.

We look forward to working with you to come up with the best solution to:


- Provide our services under your own branding (sell to).
- Cross sell services via our dedicated interconnects in common data centre (sell with).
- Refer us to clients with unique network challenges (sell for).

### 1. CLOSE MORE SALES

We go where others can't. With access to Vertel's national network we can help you win more deals and close more sales by expanding your reach into the most challenging areas. We're delivering services in fringe metro, regional and remote Australia – areas that have been neglected by the major carriers for years. Our focus also includes those organisations in areas that will be waiting for many years for or won't get the NBN's fibre service.

### 2. INCREASE THE SPEND OF EXISTING CUSTOMERS

Migrate your existing customers over to our Metro Ethernet Forum (MEF) CE 2.0 certified Layer 2 Carrier Ethernet services; means they are then



able to implement a range of enhanced Ethernet enabled applications including voice, video and data and in doing so, increasing their monthly spend with you.

### 3. IMPROVE CUSTOMER SATISFACTION

Vertel's QoS based hybrid fibre / microwave network provides both media and path diversity so is an ideal offering for customers who demand a fail proof redundant solution.

Our MEF CE 2.0 certified network has more bandwidth than circuit based TDM, Frame and ATM networks again allowing you to offer your customers the best possible solution.

### 4. COST EFFECTIVE SERVICE FOR REMOTE LOCATIONS

Because of our networks innovative design we are more competitive than the other major carriers in non-metro areas, with low upfront costs and specialised pricing and incentives for partners we can help you make your offering even more compelling.

### 5. PARTNER WITH WIRELESS EXPERTS

As the first ever carrier in the world to be MEF certified for a hybrid fibre / microwave network, we're world leaders in this technology. We guarantee jitter and packet loss and can offer up to 99.999% availability, giving you confidence that you're providing your clients with the best.

## ABOUT US

We are an Australian licensed telecommunications carrier specialising in the design, build and operation of next generation critical communications network infrastructure and associated services. We have over 40 years' of experience delivering critical network services to Government, Enterprise and Service Provider organisations. We specialise in delivering carrier grade and alternate telecommunications infrastructure in non-metro, regional and remote Australia.

We have offices across the country with a national network operations centre (NOC) in NSW that proactively monitors our networks 24/7/365.

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**Contact us on 1300 837 835 (1800 VERTEL) or [info@vertel.com.au](mailto:info@vertel.com.au).  
Visit us at [www.vertel.com.au](http://www.vertel.com.au).**