

Channel Partner Programme

By using the secureVirtual hosting services you will be able to offer your clients the latest in cloud hosting services and then wrap them in your own user support and IT management packages.

Plus, with the highly compelling reseller rates, you can achieve significantly better margins and earn more money.

- Offer your existing clients cloud hosting solutions
- Offer clients the pay per user month model – no CapEx
- Benefit from Active Lead Generation for the partner network
- Close bigger deals with support from the partnership team
- Earn more money with generous reseller rates

Why partner with secureVirtual?

We help partners succeed in their target market

We work directly with internal IT teams from enterprise businesses and with our Channel partners. We will not tread on your toes in the small/medium business market. We actively generate leads in this segment to be passed to the channel programme.

Customer confidence

When recommending a hosting platform to your clients you need to have confidence with your recommendation. You need to be able to give confidence in data security, resilience and uptime. So recommending one of the original cloud hosting platforms that has never seen downtime and having it backed by a company that has never lost a customer makes you look better.

You're in control

You can design, manage and price as you wish. You can white label and even have our consultants come in under your brand if that will help you secure new business. Alternatively you can position us as your hosting partner and utilise our name, experience and existing client list.

Experts supported by experts

Because we only work with IT professionals we are geared to support IT experts. Therefore as a partner you always have access to a team of technical experts who can help with customer infrastructure design, installations and problem solving.

Partner Benefits	Registered Partner	Gold Partner	Platinum Partner
Marketing/sales material	●	●	●
Bid support including pre-sales assistance, technical design and financial modelling	●	●	●
Dedicated Partner Manager	●	●	●
Active Lead generation		●	●
Joint PR Campaigns		●	●
Access to technical consultancy team		●	●
Ability to white label		●	●
Joint high profile marketing			●
Active Lead generation (High value projects £100k+)			●

Partner Pricing / Qualifications	Registered Partner	Gold Partner	Platinum Partner
Pricing Discounts/Commission	10%	15%	20%
Total spend with sV per month	Upto 5k	5k+	15k+

Who can become a Channel Partner?

Our partner programme is designed for IT consultancies and Systems Integrators who want to manage the client relationship. The programme is ideal for those specialising in the SME space who want to provide enterprise class application/cloud hosting to their clients.

Interested?



Meet us for a no strings attached coffee and see what you think

Call us 020 8099 1501

Email us hello@securevirtual.com