



daisy.

COMMUNICATIONS

Daisy Partner Proposition

We work with partners to understand their businesses and their business goals. For those looking to build and grow, we have the support infrastructure in place. We can create models where partners sell to and deliver customers back to us to generate cash flow, and we also offer an exit strategy for those partners looking to realise the investment in their businesses.



We have Tier 1 vendor relations that enable us to build and deliver exclusive propositions and promotions.



Our size and scale ensure that we will always remain competitive and ahead of the market, thereby ensuring that you will too.



We are founded in channel and have consistently been a huge channel advocate throughout our 19 years.



Our partner proposition covers all aspects of business telecoms, presented in simple and easy to consume packages without any unnecessary distractions.



We offer a range of flexible tariffs and commercial terms designed to give value to customers and generate revenues to partners.



Our commercial models are equally as flexible with a combination of up-front and residual commissions.

Partner Models

Sales Agent

Whether you're setting up in business having previously worked in telecoms, or you're an established call centre selling a range of business utility and financial services – our sales agent model allows you to concentrate on customer acquisition while we take care of the rest.



Partner

Our partnering model encourages partners to build longer term relationships with their customers, while creating an ongoing residual revenue stream. We will support you and your customers throughout but the frontline customer relationship management is owned by you.



Recent trends have seen resellers moving back to the traditional partner model, using this as a means of injecting cash into the business during difficult times, but also improving their end customer commercial offering.

Ultimately, for the channel, having a partner that understands it, is progressive and resilient through difficult times, and enjoys the support of the industry's leading providers, provides security and encouragement to new entrants while also providing the ability to grow for established outfits and a means of moving on for those with a departure plan.

Daisy Communications: Meeting your business' voice, connectivity, mobile, phone system and cloud needs.