

Distributor Partner Program

Let us take care of your product servicing requirements, so you can focus delivering outstanding products and services

Computergate's Partner Program is designed to provide market leading organisations, vendors and distributors with our world-class Computergate Support™ and Services.

Our partner program is a great way to extend your existing portfolio of services through a trusted and reputable extended warranty services provider.

For many years, we've successfully assisted Technology creators & Integrators in delivering mission critical environments to their customers, and we would love the opportunity to see how we can support you in your strategic growth plans.

Benefits

- Access to technical experts.
- Expand your portfolio of services to generate more business opportunities.
- Dedicated Account Manager to work closely with on new and existing opportunities.
- Provide up to 24/7 on-site support.
- World-class Computergate support, so issues can be resolved quicker.
- Best practice architecture design for high availability, performance and security.
- Improved reliability, scalability and agility of your environments.
- And more.

Computergate Partner Program Types

Referral

Our Partner Referral program is a great way to offer vendor services as part of your overall project deliverables. Once you have signed up, simply contact your dedicated Account Manager, and we can work directly with your client, or you, to scope out the best mission critical environment for the project requirements.

Distributors

Distributor Partners, benefit from offering Computergate's Vendor Services as part of their overall portfolio. This is an excellent way to extend your existing product and service offering without needing to invest in the infrastructure, personnel and processes required for a market leading service.

Partner Support Program

As part of our Partner Program, we offer hands-on support to both Referral, Distributor and Reseller Partners. Depending on the partner tier you commit to, we can offer the following sales, marketing and technical support. Contact us to discuss these in detail.

Computergate Support

You and your clients will have access to Computergate's world-class monitoring, management and support, whether it is through our On-Demand or Partner Service programs.

- Access to certified technology experts
- Best practice service centric processes
- 24/7 access to sales specialists
- Access to 'Manage' Computergate's customer portal
- Streamlined escalation process

Dedicated Account Manager & Sales Support

All partners are assigned a dedicated Account Manager to provide Sales supports and strategy development. Your Account Manager is your first point of call for:

- New sales opportunity and tender response support
- Access to on-line shopping cart
- Joint Sales and marketing development
- Lead Generation & Rebate Programs
- WebEx session to educate your staff and clients on service programs
- Product promotions and Special deals
- Building your tool kit to sell Computergate products and services

Marketing and Lead Generation

We can work with your sales and marketing teams to run dedicated joint lead generation and awareness campaigns.

Marketing and Lead Generation support can include:

- Partner listing on Computergate website
- Access to Sales tools and marketing collateral
- Joint press and media announcements
- Case studies
- Webinar and guest discussions
- Joint lead-generation campaigns, including eDMs

If you're interested in becoming a Computergate Partner, please contact us and a member of our team will be happy discuss your requirements with you by emailing sales@computergate.com.au.