



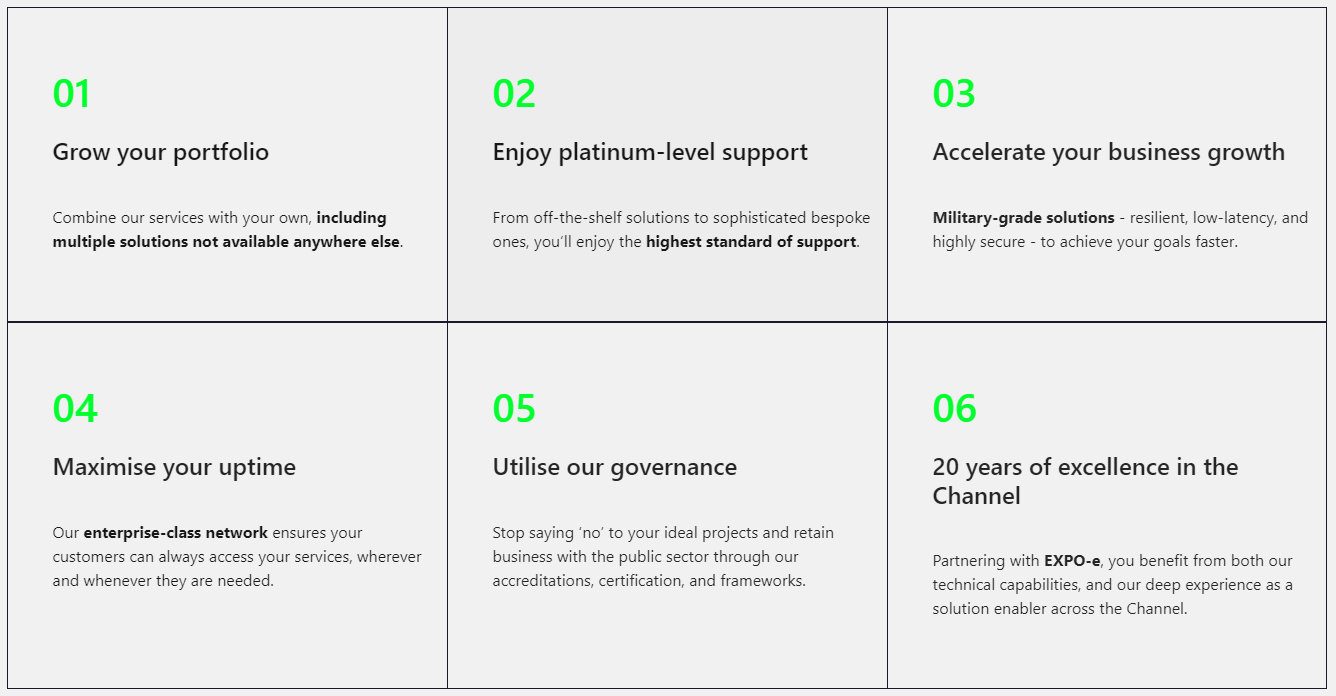
Money-Makers

Maximise new margin-rich revenue streams

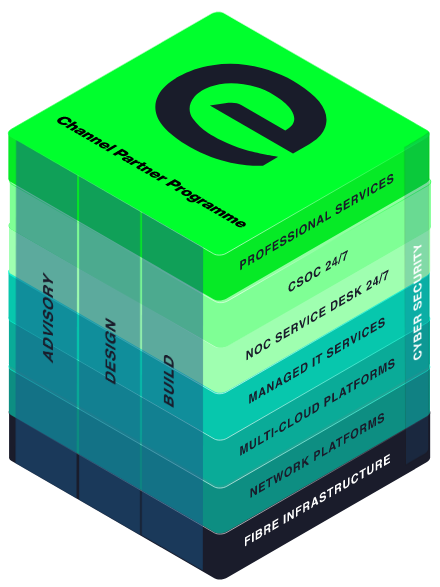
# Solutionise with EXPO.e

As part of the EXPO.e Channel community, we can help elevate your business by combining our expertise, experience, and evolving portfolio with your own, opening the door to new service innovations and margin-rich new revenue streams.

### Why EXPO.e

We’re a UK pioneer in Cloud, Connectivity, Unified Communications, and Cyber Security, with more than twenty years’ experience enabling other organisations to grow, innovate, and drive positive change. Here’s what we can do for you.

**Collaboration, consultation and community**



We cultivate partnerships built on collaboration and consultation, that empower our Channel community to bring tomorrow’s innovations to life today, even for contracts they’d have previously been unable to fulfil.

Whatever the size of your organisation, the sector you operate in, and your ideal customers, we are here to help you achieve your full potential - not only bringing your products and solutions to market, but helping you transform interested prospects into longstanding, repeat customers.

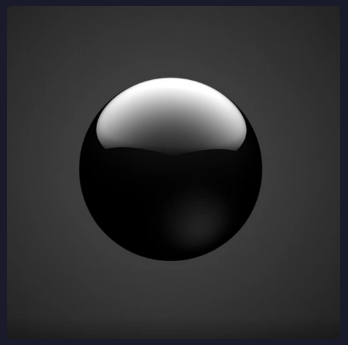


### Disaster Recovery as a Service

Deliver optimal uptime, performance, or security by ensuring your customers’ mission-critical systems and applications can be **fully restored in a matter of seconds**, whenever necessary

### [S4 Object Storage](https://pp.expo-e.uk/massive-margin-money-makers/s4-object-storage)

A leading-edge storage solution, offering optimal security and complete sovereignty for large, highly complex files, with cost reductions of 70% compared to similar platforms.



### [SASE](https://pp.expo-e.uk/massive-margin-money-makers/s4-object-storage) & SD WAN

Resilience, availability, and security, with bespoke, enterprise-grade connectivity.

### Managed Cyber Security Operations Centre

The first line of defence - 24/7 monitoring and alerting, to offer your customers **complete peace of mind**.

# Margin-rich Money-makers

**Exceptional service quality is part of our DNA**

Exceptional service quality is part of our DNA and has been for more than twenty years. That’s why we display our industry-leading Net Promoter Score (NPS) live on our website.

We don’t do tiers of service. Whether you are a [**Carrier**](https://pp.expo-e.uk/become-a-carrier-partner), [**Reseller**](https://pp.expo-e.uk/become-a-reseller-partner), or [**Referral partner**](https://pp.expo-e.uk/become-a-referral-partner), you are automatically a Platinum Partner.

**Deliver**

* Direct dial contacts to our provisioning coordinators with escalation points up to our Director of Service Delivery
* Weekly order trackers / provisioning calls
* Coming soon – live Partner dashboards
* Executive level relationships with all last mile providers

TBC – Paul Brannon

**Enable**

* Make it easy to do business with EXPO.e
* Deliver a consistent strategy enabling you and your teams to grow pipeline and win new business
* Listen to you and understand what we need to do to make your teams successful

**Margin**

* Move from 10% to 40% margins by expanding your solution offering and adding more value
* Maximise profits by delivering better business outcomes for your customers
* Increase retention by helping customers overcome more challenges

**Support**

* Fault, Find & Fix 24x7x365 UK support with 1st, 2nd & 3rd line engineers
* 24x7 Proactive monitoring, reporting back to you about customer service outages
* ITIL trained and ISO20000 compliant so you can be rest assured that you and your customers are in safe hands

**This is what good looks like**

Anyone can deliver technology, but it's people that really make the difference. That's the difference between a service provider and a partner, and that's what we've enjoyed throughout our relationship with EXPO.e.

**Terry Faria**

Telecommunications Manager, Quiss Technology.



It's the shared values that have really been the foundation of our relationship with EXPO.e, as well as their willingness to do things a bit differently.

**Robb Thaw**

Product Marketing Manager, Natilik.



We’ve increased individual client revenue **FIVE FOLD** by adding EXPO.e’s Cloud services to our portfolio.

**Stephen Harte**

Head of Technology, Opus Technology.

