



- As an integral part of our global service model, this program builds a mutually beneficial relationship between your organization and the GBC® Network.

The GBC® Global Services Business Partner & Strategic Alliances Program Offers:

- The flexibility to meet our Partners' evolving business models and objectives.
- A choice of clearly defined partnering options and associated benefits.
- A flexible and consistent framework for partnering across North America, Europe, and member countries in the Economic Community of West African States (ECOWAS).
- Unprecedented access to an aggressive end-to-end Internet and communications technology portfolio and opportunities to exploit GBC® Global Services' role in key growth areas.
- Support for leveraging GBC® Global Services to identify new ventures and penetrate emerging markets to create new and profitable business opportunities.

As a GBC® Global Services Partner:

You bring your skills, talents and specialist expertise to ensure that our mutual customers are satisfied with their state-of-the-art solutions. You play a pivotal role in our network of stakeholders.

### **BENEFIT DESCRIPTIONS:**

- **Sales Generation**

GBC® invests resources to help partners grow their business by assisting in building service awareness through press releases and advertising.

- **Dedicated Sales Resources**

GBC's channel and territory sales professionals are available to help identify and close business. We employ a cooperative selling model with our partners which assists in all phases of the sales cycle.

- **Joint Marketing**

Joint marketing opportunities are available to drive lead generation programs through press releases, joint advertising, promotions and participation in conferences.

- **Joint Web Site Promotion**

The GBC® Global Services Partner Program web site is designed specifically to assist your sales team in areas where cross-selling is mutually beneficial. Sections of our web site will guide customers to your solution and link back to your web site.

- **Partner Events**

Our partners interact with customers to learn more about system integration requirements and service solutions. Additionally, qualified partners can participate in joint promotion activities with GBC® Global Services.

- **Technical Support**

GBC® is committed to providing high-quality service and support. Access to information is available 24 hours a day from our online support center. Telephone assistance is available during regular business hours.

- **Consulting Services**

GBC® offers a variety of professional services to aid you in your integration of information technology services. GBC®'s consulting teams consist of highly trained professionals charged with the responsibility of implementing top tier designs and deployment services.

### **Our Services Include:**

• **IT Asset Management** • **IT Consulting** • **System Integration** • **Networking**

**Contact us for more information:** • GBC® Business Partner & Strategic Alliances

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