



TheCloud Professional Services: building business partnerships



Here at TheCloud we don't just help you supply unified cloud based business solutions. We provide you with supporting marketing materials, sales and quoting documentation and dedicated account support throughout the entire process so that you can build partnerships with your customers ensuring they get the best from their business communications.

Marketing and sales support

We provide all our resellers with marketing and sales support in the form of white labelled collateral including folders, sales inserts and product and service specifications. Our sales applications make the process of quoting simple, whilst our partner portal gives you access to downloadable templates for quotes, contracts and terms and conditions. We make it as simple as possible to start selling new services.

Consultancy

We work on a consultative approach rather than assuming or telling people what they need and as a result, get to understand their current, mid-term and future needs. Once understood, we offer our recommendations and before we proceed we ensure customers have bought into the recommended solution. It is not in our nature to over-engineer solutions; at TheCloud we believe that simplicity is the key.

Installations

We have an array of installation options for your customers from remote access to on-site installation and configuration which would be discussed with you

and your customers during the initial consultation. Once agreed, a detailed implementation plan is documented.

Project management

Our project management methodology is based on PRINCE2 standards. All complex projects are divided into three distinct phases: initiation, implementation and closure. This common structure for all of TheCloud's project management teams ensures a consistency of approach that is essential for the seamless delivery of our solutions.

Post implementation

TheCloud will assist you in preparing a final documentation pack for your customer which will include any relevant IP addressing, equipment inventory, routing topology, configurations where appropriate, circuit numbers and other relevant supporting documentation.

get in touch:

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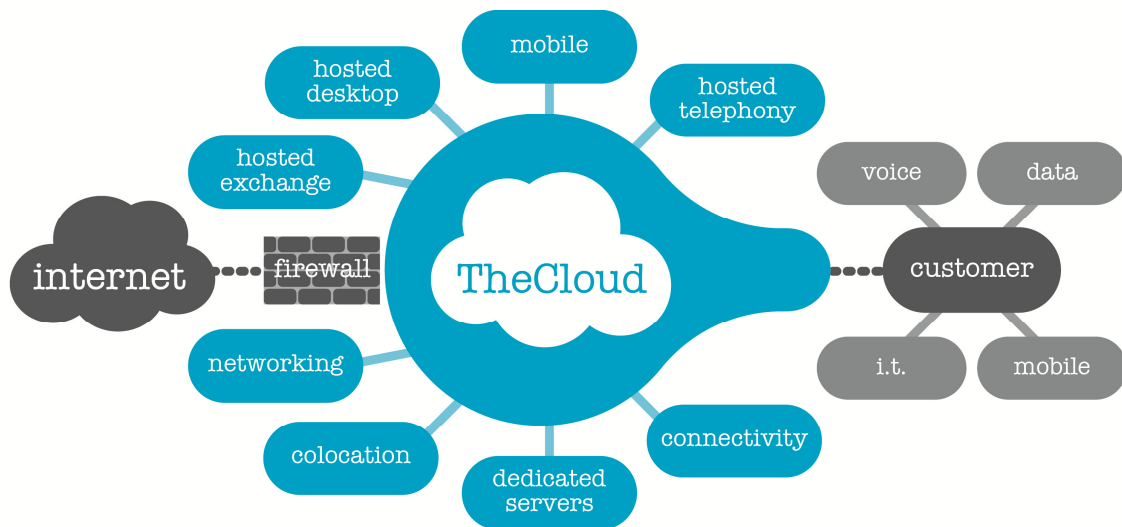
More than just an IT provider

Here at TheCloud we don't just help you supply IT services. Together with our voice, connectivity and networking options, we help you provide unified communications creating partnerships with you and your business customers.

We empower you to become a highly agile machine, accessing the latest technology without the burden of infrastructure and software costs.

Fully supported throughout the entire process – from sales and installation to follow up support

Call us today to start the journey as a Reseller.



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