

Partnering with RDB Concepts

RDB Partner Program



There are increasingly large numbers of hardware vendors, software vendors, systems integrators and hosting companies all over the world utilizing different technology stacks to fulfill different client needs.

The requirement for a quality service provider is becoming increasingly more important. Our aim is to engage with new channel partners to enable them to improve the quality of their service portfolio. Going forward to offer support to our partners that will enhance their own business.

Building solutions is our business. Helping our clients plan for their future and helping our partners deliver quality solutions that fit their clients is our main goal.

As a result we are fully committed to growing our existing partners' channels not just in the UK but also within the global market.

RDB Channel Strategy

Our global strategy is solely dependent on our successful partner community. If our partner program is to succeed we must have:

- ➔ **Solid Communication**
- ➔ **Complete Integration**
- ➔ **Trust**
- ➔ **Integrity**
- ➔ **Honesty**

RDB Concepts Partner Program

Once you become a member of the RDB Partner Program, you will be granted full access to the RDB Concepts Sales Centre, where a team of people are on hand to take your call and assist with all RDB Service enquiries, as well as demo access to the **Custodian*24** portal which enables you to demonstrate the power of the monitoring service to your clients.

Customers no longer simply seek to purchase a single piece of technology – such as a server or application – they want to invest in a solution that assists them in their chosen direction.

Benefits of Partnering

- ➔ Exclusive access to the RDB Concepts partner portal (RDB Connect).
- ➔ Access to qualified pre-sales technicians and a partner manager who will ensure you have access to the right people within the organization when you need them.
- ➔ Access to all of our marketing material.
- ➔ An introductory meeting with RDB Concepts to explain the theory behind our services.
- ➔ Sales training to increase productivity and provide technical competence around the new topics.
- ➔ An increase to revenue streams by enabling you to sell a new range of services and products that compliment your products and services and add specific value.



For more information on our technology services,
please call +44 (0) 1530 837985 or visit our website
www.rdb-concepts.com