



# Business Partner Programme





## Presentation of the Business Partner Programme

### Objectives of the Business Partner Programme

RTE Network's Business Partner Programme puts close co-operation between our teams into action: we offer you solutions that make a real contribution to your growth and which bring added value to your clients. You offer us your connections, expertise and know-how in terms of distribution.

As an RTE Network Business Partner you are a key factor in our success. That's why we invest in programmes to offer you sales, marketing and technical support. All are designed ultimately to generate mutually beneficial business opportunities.

### About RTE Network

RTE Network provides organizations high quality, value added hosted communication services built on our worldwide Fax / Voice / SMS / IP network. Communication Service Provider means being both an Operator and Applications provider.

RTE Network's hosted communication services address needs of all organizations, no matter what their size. Every day, each of our clients benefits from communication services seamlessly without any maintenance and installation issues and without onerous investment costs.

Our solutions add value across three main areas:

- ▶ Security in communication services
- ▶ Efficiency and productivity for processes and organisations
- ▶ Savings in cost and improved environmental footprints

### About FaxBox Corporate

FaxBox Corporate is Europe's leading hosted fax to email service. Easily send and receive faxes via email - no need to install any hardware or software. Users are allocated fax numbers with the area code of their choice. FaxBox Corporate service is implemented with a few clicks and users can start faxing immediately. FaxBox Corporate also allows SMS to be sent from email.



## Benefits and Obligations of Business Partners

	<b>Benefits for BP</b>	<b>Obligations of BP</b>
TRAINING	<ul style="list-style-type: none"> <li>▶ Free one to one training via the web (Netviewer)</li> </ul>	<ul style="list-style-type: none"> <li>▶ Undertake training and pass certification</li> </ul>
SALES	<ul style="list-style-type: none"> <li>▶ Great margin</li> <li>▶ Constant technology innovation</li> <li>▶ Dedicated sales support through Inside Sales (IS)</li> <li>▶ On the ground support from Technical Sales and Sales Account Managers</li> <li>▶ Online pricing tools</li> <li>▶ Sales tools in printed and PDF format (brochures, leaflets, white papers, displays)</li> </ul>	<ul style="list-style-type: none"> <li>▶ Pro-active selling attitude towards FaxBox Corporate</li> <li>▶ Present FaxBox Corporate on BP's website, catalogue, show room,...</li> <li>▶ Work in partnership with Inside Sales for account reviews and opportunity identification</li> <li>▶ Actively promote FaxBox Corporate with BP's customers</li> <li>▶ Add its FaxBox number in its email signature</li> </ul>
DEMO ACCOUNTS	<ul style="list-style-type: none"> <li>▶ Access to FaxBox Corporate secure web interface to open demo accounts for your clients</li> </ul>	<ul style="list-style-type: none"> <li>▶ Open demo accounts for potential customers</li> </ul>
LEADS	<ul style="list-style-type: none"> <li>▶ BPs are provided qualified leads from FaxBox website and online advertising campaigns</li> </ul>	<ul style="list-style-type: none"> <li>▶ Follow up leads and give feedback to your Inside Sales contact</li> </ul>
MARKETING ASSISTANCE	<ul style="list-style-type: none"> <li>▶ Direct Marketing campaigns:                             <ul style="list-style-type: none"> <li>-Customized campaigns for end customers with BP logo and contact details</li> <li>-Free routing of EMAIL and FAX campaigns*</li> <li>-Tracking of emailings campaigns</li> </ul> </li> <li>▶ Joint events</li> <li>▶ Shared Success: joint clients testimonials</li> <li>▶ Regular emailings and newsletters</li> </ul> <p style="font-size: small; margin-top: 5px;">*Value on an Emailing to 5000 contacts: £300 / Fax mailing to 2000 contacts: £100</p>	<ul style="list-style-type: none"> <li>▶ Provide RTE Network with a customer or prospect database for direct marketing campaigns</li> </ul>
TECHNICAL SUPPORT	<ul style="list-style-type: none"> <li>▶ Technical Sales able to visit customers on the ground</li> <li>▶ Free and unlimited access to RTE Network hotline (Monday-Friday: 9:00 am- 5:00 pm)</li> </ul>	<ul style="list-style-type: none"> <li>▶ Qualify BP customer's projects</li> </ul>
NFR (Not For Resale) VERSION	<ul style="list-style-type: none"> <li>▶ BP provided with a FaxBox Corporate NFR account</li> </ul>	<ul style="list-style-type: none"> <li>▶ Use FaxBox Corporate to send and receive it's business faxes</li> <li>▶ Indicate "Powered by FaxBox" on faxes</li> </ul>



## How to join the RTE Network Business Partner Programme

Forming a partnership with RTE Network opens up new roads for business development – all leading to success. The way to become a Business Partner is easy.

### 1. Get started – get registered

Register for the Business Partner Programme by completing the Membership Application Form and send it back to your Sales contact.

### 2. Enjoy benefits

When all relevant information has been submitted, joint sales & marketing activities and a successful partnership can begin.



## Business Partner Programme Membership Application Form

Corporate name:	Telephone:
Represented by:	Fax:
Position:	Address:
E-mail:	
Web site:	Zip code:
Business registration No.:	Town:

### General data:

	First Name	Last Name	E-mail
Sales rep. 1			
Sales rep. 2			
Sales rep. 3			
Sales rep. 4			
Technical contact			

### Type of customers:

- |  |   |
|--|---|
| <input type="checkbox"/> Small to medium sized companies | <input type="checkbox"/> All areas of business    |
| <input type="checkbox"/> Major Accounts                  | <input type="checkbox"/> Specialist sector: ..... |

I the undersigned, ....., Company: ..... wish to become an **RTE Network Business Partner** and accept the Programme operating terms.

Signed at .....

Date .... / .... / .....

*For the RTE Business Partner,*

*Company stamp,*



## CONTACT US



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